

The



Mr Davies

CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

MARCH 28 1964

Now there's
no mistaking
Terramycin*
brand of oxytetracycline

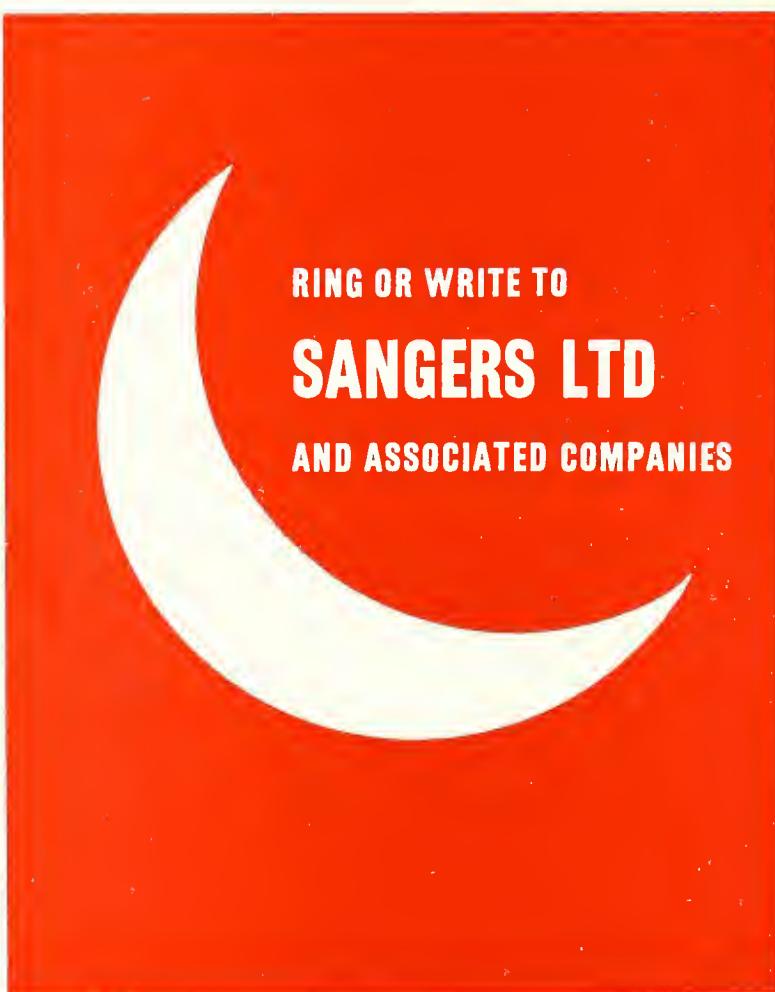
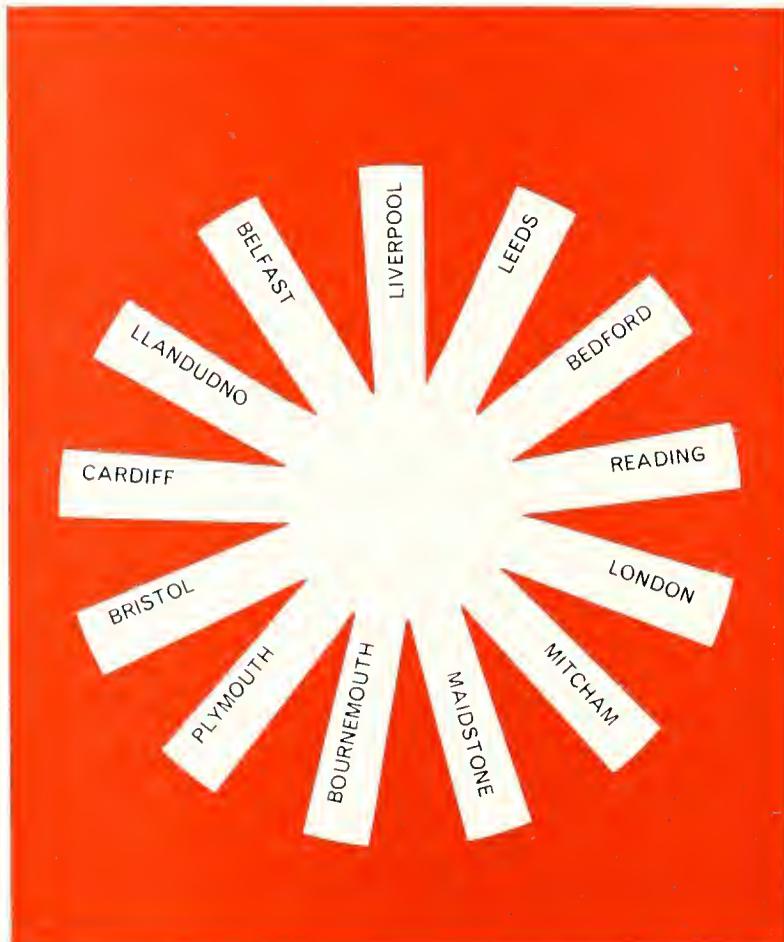
*Trade Mark

Pfizer



**SANGERS AND
ASSOCIATES SERVE
YOU PROMPTLY,
NIGHT AND DAY,
WHEREVER YOU ARE**

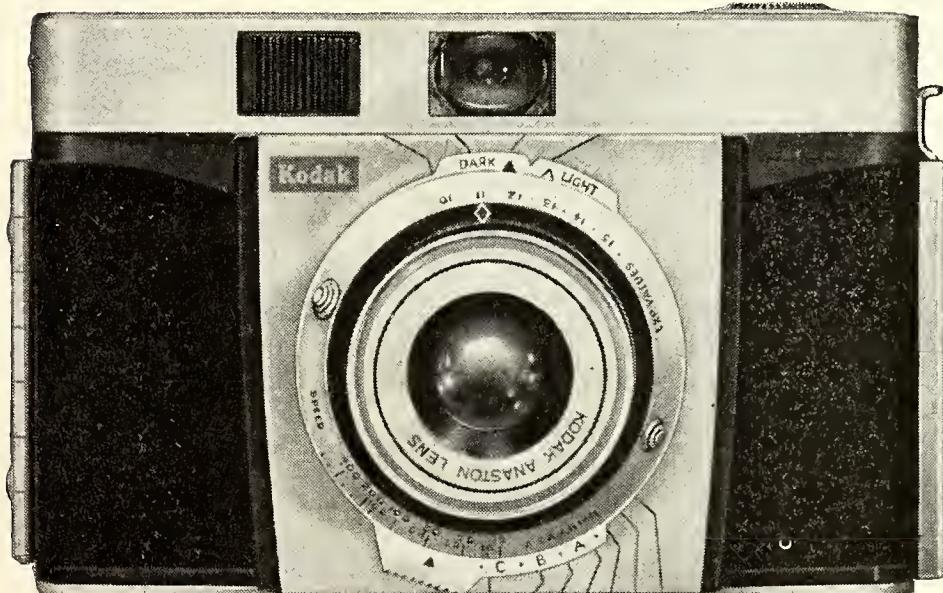
With centres throughout the country, Sangers and their associate companies give you service at any time of night or day. Ipsophones installed at all our centres. ETHICALS · PHARMACEUTICALS PROPRIETARIES · GALENICALS available immediately from comprehensive stocks.



NOW A KODAK 35mm CAMERA FOR UNDER £10

It's
Kodak
year!

NEW COLORSNAP 35 CAMERA MODEL 2



£9.17.8

case £2.3.7
(case is the same
as for Colorsnap
35 camera)

The great 'dial-the-weather' favourite completely re-styled and re-priced. This is the 'Colorsnap' 35 camera, beautifully streamlined, looking every inch the modern, efficient picture-taker it is. The original 'Colorsnap' 35 camera was, as you know, an excellent seller... the

new model, at its astonishingly low price, is sure to set new sales records.

IT HAS
'Dial-the-weather' exposure setting • Fast 'Anaston' lens, f/3.9 • Focusing down to 2½ feet — and in zones • Triple-action lever-wind • Flash contacts •

Double-exposure prevention.

IT GIVES YOU

200r 36 pictures on Kodak 35mm film • Colour slides • Colour prints • Black-and-white prints • Close-ups, groups, views • Flash pictures with Brownie Flashholder (model 4 or 5)

Kodak know about photography



ONLY
£15.17.6

12
MONTHS
GUARANTEE

See the new
display pack in
your dealers now!



Technical & Optical Equipment Ltd.,
99 St. Martins Lane, London, W.C.2.

Telephone: TEMple Bar 6575.

QUARZ,
A product
of Russian
Research and
Craftsmanship

The Amazing Russian Quarz 8mm. movie camera gives you perfect pictures every time. Quarz is a camera with a wide range of accessories—extra lenses, filters, pistol-grip devices for all those trick effects! There is no wasted film, no disappointment . . . just first-class pictures from a Quarz.

Just compare this camera for value with any model on the market—it's unbeatable!

Please send me further details of the Quarz Camera.
Name _____
Address _____



We are supporting you with
big advertising spaces in the
photographic press, also look
out for the new display pack!

**you
can't
afford
to
miss
out
on
the
RUSSIAN
QUARZ
the
complete
8mm
movie
camera**

The QUARZ movie camera is one of the finest and fastest selling cine cameras on the market — it has value guaranteed. Retailing at £15/17/6 this camera is of the finest quality giving first-class results as well as having a comprehensive range of accessories included in the price! Many chemists who are currently stocking QUARZ cameras enjoy excellent sales and discounts as well as being backed by big advertising campaigns and promotions.

Are you stocking them? If not, and are thinking of selling cameras in your shop or do so already and would like to know more about the QUARZ write to:

Technical & Optical Equipment (London) Ltd.,
99 St. Martin's Lane, London, W.C.2. TEMple Bar 6575 (3 lines)

EVERYTHING'S POSSIBLE IF IT'S
FENCOLOR PROCESSED

ANCILLARY COLOUR SERVICES

PROVIDE THE SIMPLE ANSWER
TO DIFFICULT ORDERS

- PRINTS FROM TRANSPARENCIES
- COLOUR PRINTS FROM ORIGINAL COLOUR PRINTS
- TRANSPARENCIES FROM NEGATIVES
- TRANSPARENCIES FROM ORIGINAL COLOUR PRINTS
- DUPLICATE TRANSPARENCIES

Full discounts on all the above unprofitable work! Fencolor resources handle such work daily—give it the unrivalled attention Fencolor are famous for—backed by uniquely equipped laboratories geared to production on a national scale.

FULL DEALER DISCOUNTS + OVER-RIDING DISCOUNTS TO W.P.F.A. MEMBERS

SUPREMELY CAREFUL COLOUR PROCESSING AND PRINTING

A first rate and efficient service for speedy return delivery and outstanding quality. Covers individual processing of all kinds of film (except process paid). Offers exceptional work that is the result of the most modern processing and printing equipment operated by skilled technicians.

Fencolor

LABORATORY

P.O. BOX 47,
75A ABBEY ROAD, CAMBRIDGE
TEL: 54507

MEMBER OF THE REECE GROUP
R
A MEMBER OF THE REECE GROUP

8MM HOME MOVIES
FULL TRADE DISCOUNT ALLOWED
DIAMOND FILM PRODUCTIONS
235a, HIGH STREET, SLOUGH, BUCKS.
TEL: SLOUGH 25694.

BURROUGH'S
S.Y.R. DOUBLY
RECTIFIED
JAMES BURROUGH LTD.
VAUXHALL ST. LONDON S.E.11

HARDWOOD APPLICATORS

IMMEDIATE
DELIVERY
FROM LONDON
STOCKS

100 Boxes and over 3/2 per box, 50 to 99 boxes
3/6 per box, under 50 boxes 4/- per box
Standard pack, 6 gross to box.

TONGUE DEPRESSORS

LOWEST PRICES SINCE THE WAR
Size 6 in x 1/2 in. x 2 mm. thick. Prime Hardwood perfectly finished
Boxed 100's. Minimum order 10,000
Wholesale Houses only supplied

ASHWOOD TIMBER & PLASTICS LTD.
Specialists in Veneer & Plywood Products for all Trades
PLYFA HOUSE • LEVEN ROAD • LONDON, E.14
Tel.: EAST 6343-6461 Cables: ASHTIM, LONDON

LENS TISSUES

NON ABRASIVE—NON CHEMICAL



The purest lens tissue available . . . suitable for normal, plastic or coated lenses.

Packets can be printed with own design and wording, providing first-class advertising medium.

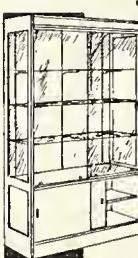
NO EXTRA CHARGE

Send now for price list

CLEANRIGHT TISSUES

48 NEWTON ROAD
Phone TORQUAY 7845

TRANSPARENCY CARD MOUNTS, self-sealing, 35 mm 4/6 100;
37/6 1000; Half-frame and 40 x 40 mm 5/- 100; 40/- 1000;
2 1/2" square and 16 on 120 at 7/3 100; 68/- 1000. Post 1/- 100,
3/- 1000. Wedding Albums, Folders and mounts, negative bags, wallets and envelopes. Picture frame moulding, coloured prints, calendar mounts, date tabs. Price list free. Radofote (TC), 13 Bridge Street, Southport.



MAUND & BERG

For Pharmacy Fittings,
Complete Installations, or Individual Items.

PRICE LIST CD4 ON REQUEST

175-9 OLD STREET • LONDON E.C.1
Tel: CLErkenwell 1782

INDEX TO ADVERTISERS

Agfa, Ltd.	13	Macarthys, Ltd.	7
Allen, Stafford, & Sons, Ltd.	9	Max Factor Hollywood & London (Sales), Ltd.	
Anestan, Ltd.	17	Interleaved Edit., 22, 23	
Ashwood Timber & Plastics, Ltd.	4	May & Baker, Ltd. (Pharmaceutical Chemicals)....	
Blackwood, James, & Co., Ltd.	6	Interleaved Edit., 21	
Burrough, James, Ltd.	4	Merck, Sharp & Dohme, Ltd.	Interleaved Edit., 19
Burroughs Wellcome & Co.	Price List Sup., Page 1		
Butler, William (Bristol), Ltd.	36		
Carter Bros.	Price List Sup., Page 7	Newnes, George, Ltd.	14, 15
Cleanright Tissues	4	Parke, Davis & Co. (Benylets)	Interleaved Edit., 24
Cox, Arthur H., & Co., Ltd.	8	Parke, Davis & Co.	Interleaved Edit., 25
Cuxson, Gerrard & Co., Ltd.	29	Pfizer, Ltd.	Front Cover
Daniel, Richard, & Son, Ltd.	34	Philips Electrical, Ltd. (Photoflux)	12
Diamond Film Productions	4	Plucknett, C. J., & Co., Ltd.	40
Dorling, H. B., Ltd.	7	Pollard, E., & Co., Ltd.	5
Duncan, Flockhart & Co., Ltd.	32	Pybus, Westhead, Ltd.	31
Fencolor Laboratories, Ltd.	4		
Film Print Services	28	Radofote	4
Goddard, J. G., & Co., Ltd.	40	Robinson & Sons, Ltd. (Chesterfield)	16
Granose Foods, Ltd.	35	Rochdale Metal Products, Ltd.	39
Greenhill & Ellis	28	Rodale, J. I., & Co., Ltd.	38
Guest, Thomas, & Co., Ltd.	37		
Haetam, Ltd.	40	Salesmaster Shopfittings	32
Hamilton Tait, Ltd.	28	Sangers, Ltd.	Cover ii
Hampshire, F. W., & Co., Ltd. (Supersoft)	Cover iv	Scottish Colorfoto	8
Hardman & Holden, Ltd.	Cover iii	Shaw, Robert, & Co., Ltd.	36
Heinz, H. J., Co., Ltd. (Baby Foods)	18	Silber, J. J., Ltd.	11
Highgate Optical Mfg. Co., Ltd.	8		
Hill, E., & Co.	39	Technical & Optical Equipment (London), Ltd.	2, 3
Holloway, E. R., Sales, Ltd.	Interleaved Edit., 26	Upjohn, Ltd.	Interleaved Edit., 20
Hudnut, Richard, Ltd. (Style Set)	39		
Hurtley, F., & Son, Ltd.	34	Vanguard Instruments	28
Hutleys (G. A. Hutley)	30	Vickers, J. J., & Sons, Ltd.	6
Kenmore (Merchants), Ltd.	30	Vitamins, Ltd. (Bulk Vitamins)	10
Kodak, Ltd.	1	Washington Chemical Co., Ltd., The	33
Lyall Smiths Laboratories, Ltd.	6	Welton Laboratories, Ltd.	6
		Will R. Rose, Ltd.	27
		Wright, Layman & Umney, Ltd.	30
		Zeal, G. H., Ltd.	10

'SAFE EXPOSURE' of CAMERAS with 'VIZOR' Grilles

Write for full details of Pollard 'VIZOR'
Grilles: the modern means of protection
approved by Insurance Companies.

Folding
'VIZOR'
Grilles



E. POLLARD & COMPANY LTD. ('Vizor' Division.)
159 St. John St, London E.C.1. CLE:6701.

THIS IS THE
BOTTLE THAT
MAKES HISTORY
AND PROFITS



There is a big and growing demand for



PHOTO ENAMEL

which ensures

PERFECT PRINT GLAZING

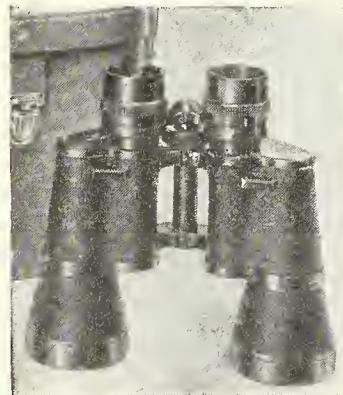
Photographers—amateur and professional—find that M.H.S. answers one of their greatest problems—dullness, sticking and spotting with 'Glossies.' Stock and sell this new concept in glazing which carries an excellent margin of profit.

Retailing at 7/6 (250 c.c.) 22/6 (litre)

WRITE TODAY FOR FULL DETAILS TO

WELTON LABORATORIES LTD.
HUNMANBY · FILEY · YORKSHIRE

THE 9 x 45
NAVIGATOR
BINOCULAR



NOW ONLY £10.10.0

(Case 22/- plus 3/8 Tax)

(Retailed in 1963 for £14.19.0)

FROM THE FAR EAST. SEALED & COATED. LIGHTWEIGHT

1964's LEADING LINE

From J. J. VICKERS & SONS LTD. (C.D.I.)
80 ROYAL HILL, LONDON, S.E.10

COLOUR PROCESSING
in
IRELAND

send your

KODACOLOR

AGFACOLOR

ILFOCOLOR

GEVACOLOR

films to

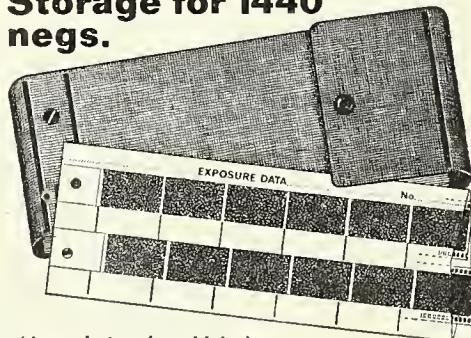
LYALL SMITH LABORATORIES LIMITED

Rathgar, Dublin 6

Official Agfacolor Processing Station in Ireland

Minidex TRADE MARK TWIN

Storage for 1440
negs.



(Actual size 4 x 11 in.)

The "Minidex Twin" 35mm. has been evolved especially for the 35mm. user. Its high quality is in keeping with the well-known range of "Minidex" Negative Libraries and has, in addition, opaque panels prepared for pencil or ink writing, which enable user to enter details of Exposure and Enlargement underneath actual exposure.

FULL capacity 10 STORAGE UNITS, 1440 exposures. 15/-
Binder in strong black P.V.C., press-stud fastening, complete with expanding posts, 24 Twin Sleeves and 2 Index Cards.

ADDITIONAL TWIN SLEEVES (144 Exposures) 2/6
with Index Cards. per doz.

Illustrated folder of full range MINIDEX & LEICA Albums available for own imprint.

BLACKWOOD'S

22 BAKERS ROW, LONDON, E.C.I. Phone: TER 8519

PHOTOGRAPHIC APPARATUS AND MATERIALS

H.B.D.

SERVICE TO THE
AMATEUR PHOTOGRAPHER
THROUGH RETAIL
PHARMACY

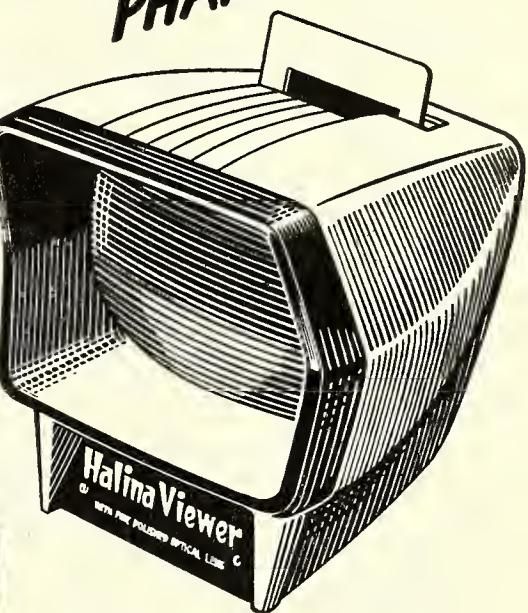
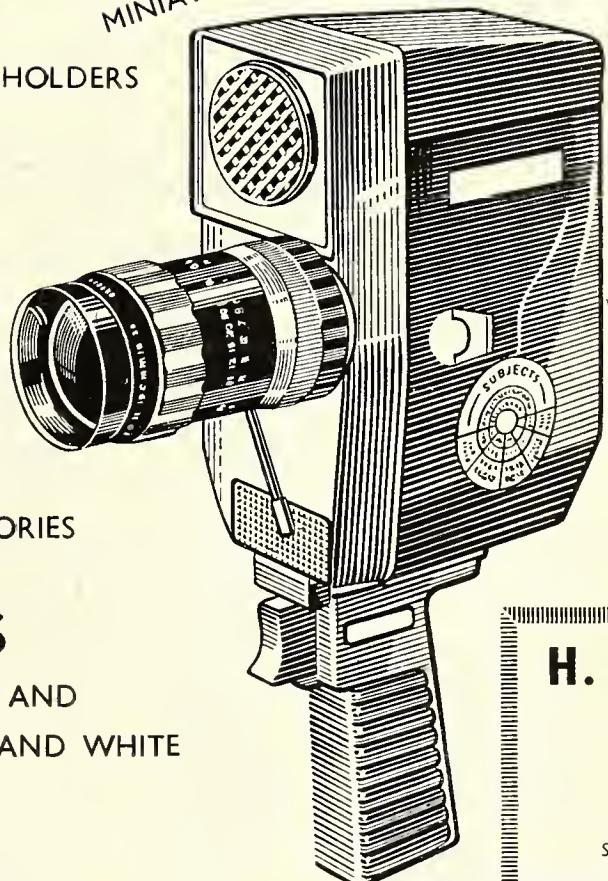


PROJECTORS

CINÉ &
STILL

CAMERAS
MINIATURE, POPULAR & CINÉ

FILTER GLASSES AND HOLDERS
LENS HOODS
TRIPODS
EXPOSURE METERS
SLIDE BOXES
SCREENS
FLASH GUNS
CHEMICALS
DEVELOPING TANKS
AND EQUIPMENT
CAMERA AND CINÉ
CASES AND ACCESSORIES



FILMS

PERUTZ · GEVAERT AND
FERRANIA · BLACK AND WHITE
AND COLOUR FILM

*Write for your
copy of our
price list*

H.B.D.

AGENTS FOR:

ACTINA · AGILUX
ARROWTABS · ATLAS
FOCAL PRESS · GEVAERT
JOHNSONS OF HENDON
LUMINOS · MAY & BAKER
NEVILLE BROWN · PHOTOMA
PHOTO SCIENCE · SILBER
JAPANESE CAMERAS LTD.
PHILLIPS

H. B. DORLING LTD.

Selinas Lane,
Dagenham, Essex.
Tel: DOMinion 6641
Subsidiary of Macarthys Pharmaceuticals Ltd.

will only accept orders from Registered Pharmacies. Orders will be sent, by return, by our own van or post free.

**CHANCE
PILKINGTON
OPTICAL CO.
LTD.**

2 lines for the holidays

**← this one is
available with
your name
and Brand Mark**

**→ This
one has
our name**

They are both
excellent prepara-
tions, well presented
and having good
profit margins.

Gay showcards too.

May we send you full
size samples?

**ARTHUR H. COX
& CO. LTD.**

BRIGHTON ENGLAND

REGENT

*Sales Continue
to Rise!*



STOCK UP NOW WITH THESE
NATIONALLY ADVERTISED
Prismatic BINOCULARS

OTHER MODELS AVAILABLE

8 x 30 £7. 19. 6; 8 x 40 £9. 9. 0; 12 x 50 £12. 12. 0; 10 x 50 £11. 10. 0;
12 x 65 £19. 19. 0; 16 x 50 £16. 16. 0; 7 x 35 wide angle £15. 15. 0;
8 x 40 wide angle £16. 16. 0; 10 x 30 wide angle £12. 0. 0;
10 x 50 wide angle £15. 15. 0; (Cases Extra).

REGENT binoculars represent the finest value obtainable today, and
nowhere is it possible to buy their equivalent at such a low price.

Lenses from Famous **CHANCE-PILKINGTON GLASS**.

Regular insertions in the following mogozines :
Yachting Monthly. Yachting World. Motor Boat & Yachting. Light Craft.
The Field. Camping & Outdoor Life. Yachts & Yachting. Good Photography.
Amateur Photographer.

Also Country Wide Coverage in Provincial Newspapers.

Post Coupon for full details:

Please send me free details of REGENT Prismatic Binoculars :

NAME _____

ADDRESS _____

HIGHGATE OPTICAL MANUFACTURING CO. LTD.,
71/73 Great Portland Street, London W.1. **CD**

PHOTOGRAPHIC PROCESSING by **SCOTTISH COLORFOTO** and **GLEN OF ALEXANDRIA**

**The Leading Photographic
Laboratories in Scotland**

● Quality

● Reliability

● Personal Service

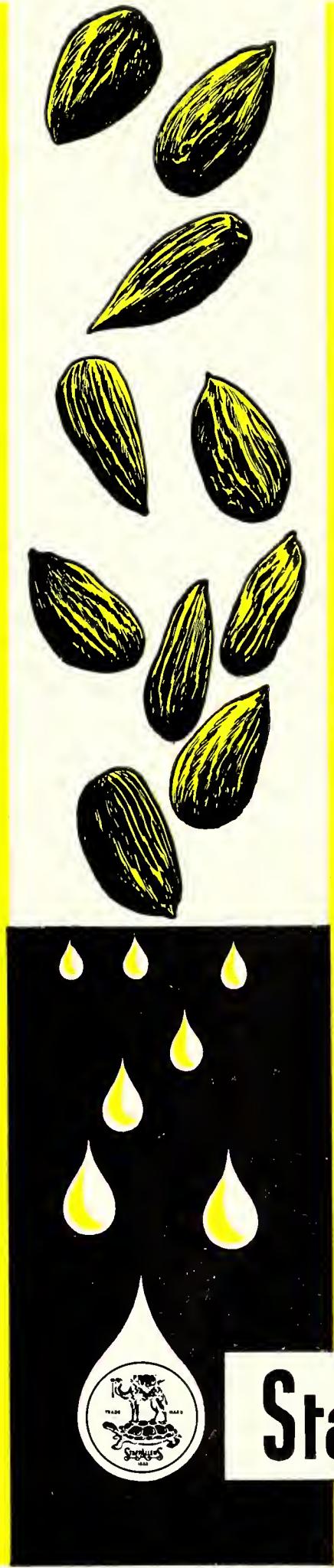
Write or 'phone for details and Price lists
Alexandria, Dunbartonshire.
Telephone: Alexandria 2635 (3 lines)

Natural Cold Pressed Almond Oil, a StaffordAllenS speciality. Pressed from high quality almonds without any chemical, water, or heat treatment at our works at Wharf Road.

For use in hand creams, cosmetics and for pharmaceutical use this natural vegetable oil cannot be surpassed. StaffordAllenS Almond Oil is shipped to most countries of the world. StaffordAllenS also press high quality Apricot Kernel Oil. Samples will gladly be sent on request.

**STAFFORD ALLEN & SONS, LTD.
WHARF ROAD, LONDON, N.1**

Tel: Clerkenwell 1000
Grams: Stafalens, Nordo, London



**NATURAL
COLD-
PRESSED
ALMOND
OIL**

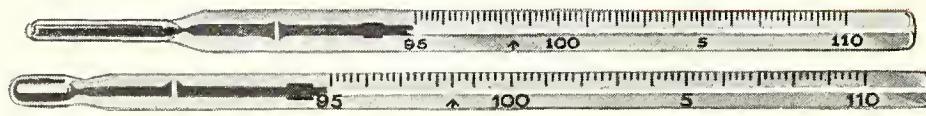
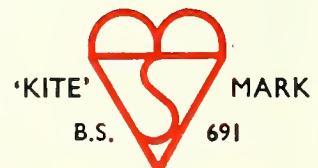
StaffordAllenS

ZEAL

Est. 1888
CLINICAL THERMOMETERS

G. H. ZEAL LTD. remind customers that all British Standard Clinical Thermometers are being supplied in accordance with the 1961 edition of B.S. 691*

Furthermore the B.S.I. Kite Mark, an additional guarantee of quality and accuracy, is engraved on all **ZEAL** British Standard Clinical Thermometers **AT NO EXTRA COST**



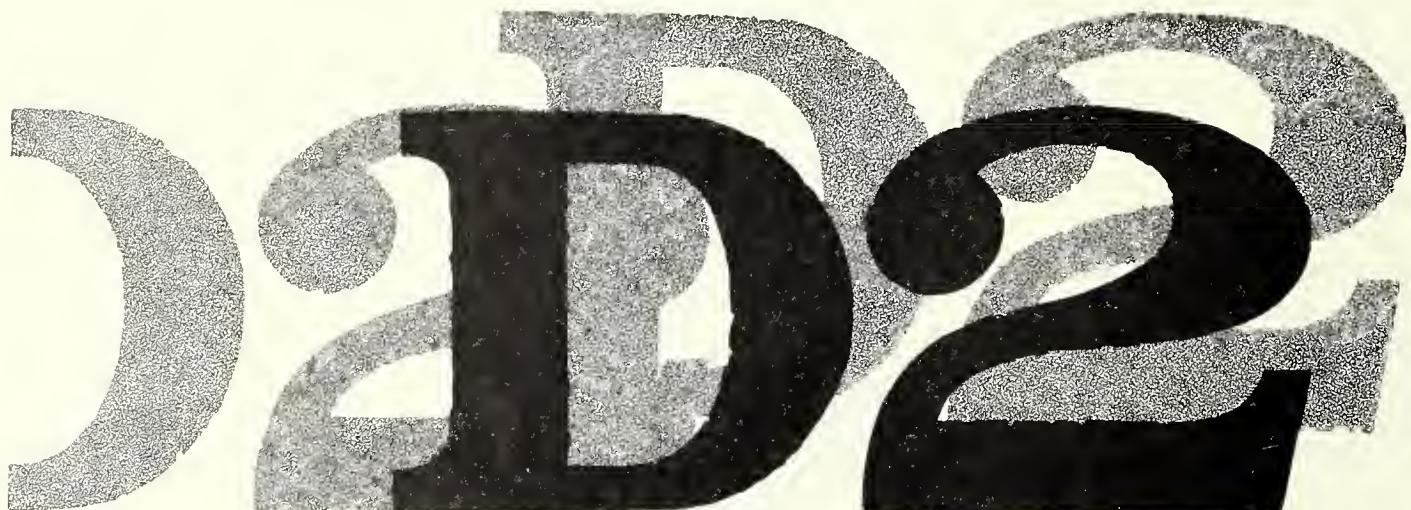
also

The usual comprehensive range of Oral, Rectal, Sub-normal and Skin Thermometers is available. * Explanatory Pamphlet available on request.

OBtainable from all leading wholesalers

G. H. ZEAL LIMITED LOMBARD ROAD • MORDEN ROAD

Tel.: LIBERTY 2283 (4 lines) Grams: Zealdom Souphone London. MERTON • LONDON S.W.19.



THE WORLD'S LEADING MANUFACTURER OF VITAMIN D2

CALCIFEROL B.P./U.S.P. XVI 40 MILLION I.U./GRAM.
WATER MISCIBLE. DRY POWDER 200,000 I.U./GRAM.
OIL CONCENTRATES TO CUSTOMERS REQUIREMENTS.

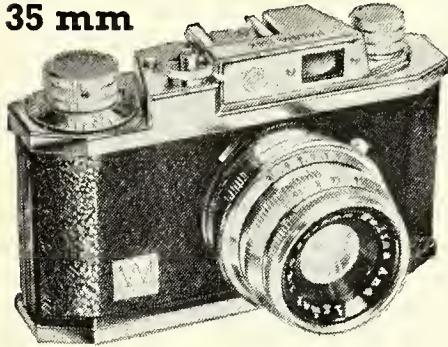
For years Vitamins Limited have specialised in research into the physiological and therapeutic activity of vitamins and now produce an unrivalled range of vitamin products.

All enquiries to: Bulk Sales Division, Vitamins Limited, Upper Mall, London, W.6.

VITAMINS FROM VITAMINS LIMITED



35 mm

**Halina 35X**

- ★ All metal precision 35 mm.
- ★ f/3.5/45 mm. colour corrected lens.
- ★ Synchronised shutter up to 1/200th sec.
- ★ Coupled film Transport and exposure counter.

£7-13-3

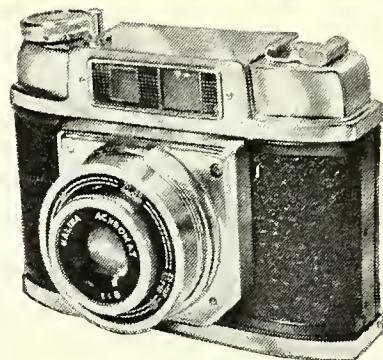
Ever Ready case £1/8/1

IDEAL FOR
BLACK/WHITE COLOUR

Halina

CAMERAS

Best at the price



Halina 6-4 2 CAMERAS IN ONE

12 exposures $2\frac{1}{4}'' \times 2\frac{1}{4}''$ or 16 exposures $1\frac{5}{8}'' \times 1\frac{5}{8}''$ (Superslide) on standard 120 film
FOR BLACK/WHITE AND COLOUR

- ★ Achromat lens 1 : 8 made from the famous Chance Pilkington Optical Glass
- ★ Front lens focusing
- ★ Apertures 8-11-16
- ★ Two viewfinders for $2\frac{1}{4}'' \times 2\frac{1}{4}''$ in. and $1\frac{5}{8}'' \times 1\frac{5}{8}''$ in.
- ★ Body release
- ★ Double exposure prevention
- ★ Accessory shoe
- ★ Tripod bush
- ★ Easy loading
- ★ Satin chrome and leatherette finish.
- ★ Synchronised for flash (bulbs)
- ★ Shutter
- ★ Bulb and instantaneous

Ever Ready Case £1/9/11 **£3-19-6**

Photography

Halina

up to £10



TWIN LENS REFLEX Halina A1

TWO-IN-ONE CAMERA
12 exposures $2\frac{1}{4}'' \times 2\frac{1}{4}''$ OR
24 exposures 24 mm. x 36 mm.
on 120 film.

- ★ All metal
- ★ Ground glass focusing/viewing screen.
- ★ The self-erecting reflex hood houses a large built-in magnifier.
- ★ f/3.5/80 mm. colour corrected lens.
- ★ Synchronised shutter speeded up to 1/100th sec.
- ★ Coupled front lens focusing.

£7-19-6

Leather Ever Ready Case £1/19/6

35mm CAMERA with all METAL BODY

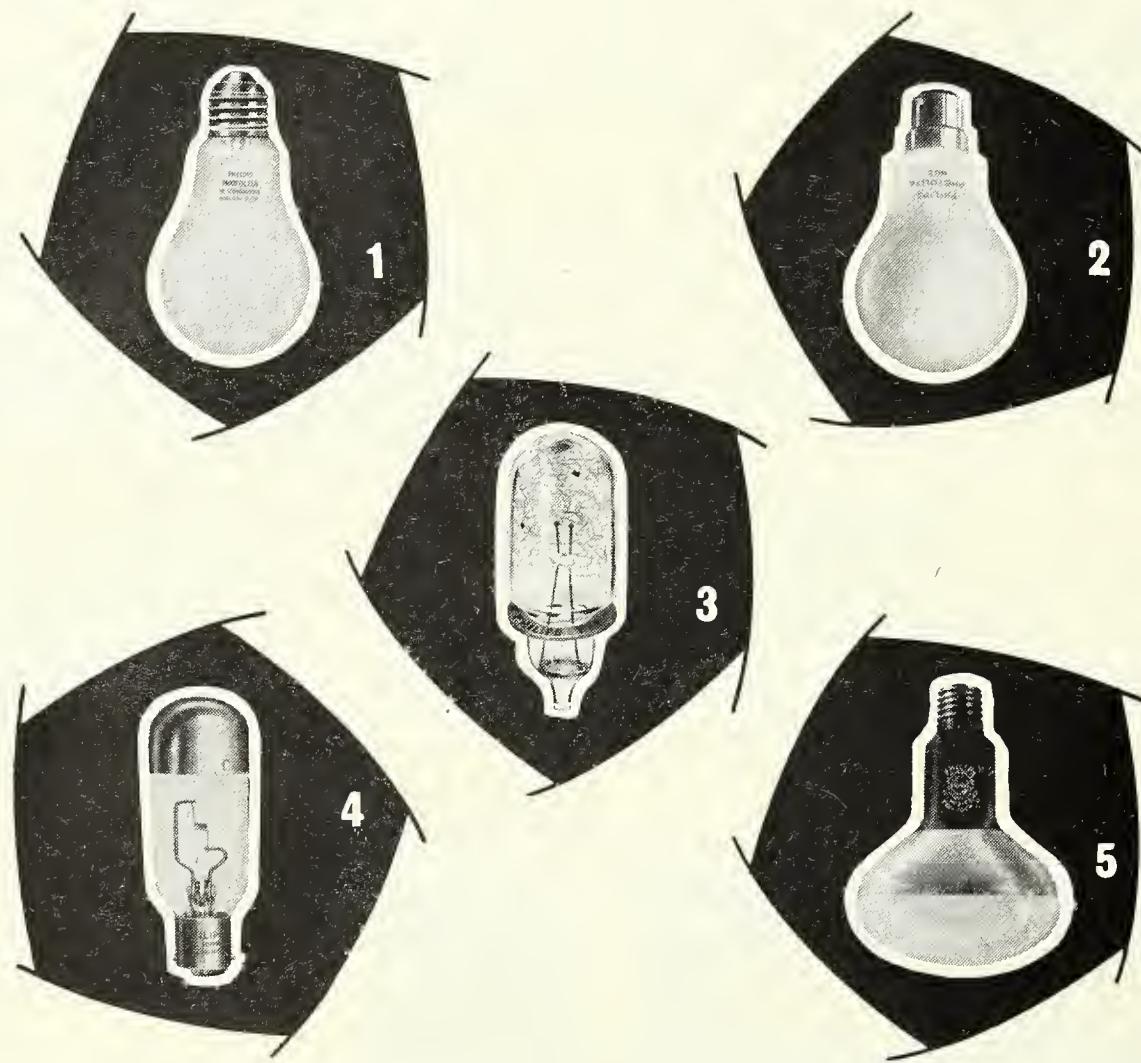
Halina SUPER 35X

- ★ **RAPID LEVER WIND**
A single stroke advances the film, counts the exposure and cocks the shutter.
- ★ **LUMINOUS BRIGHT-LINE FRAMEFINDER**
The subject appears suspended within the lines of the frame. Particularly useful for spectacle wearers.
- ★ **HALINA** Anastigmat f/3.5/45mm. Hard Coated, Colour Corrected 3 Element Lens.
- ★ **FOUR** Speed Shutter—1/25th-1/50th-1/100th-1/200th sec. and B, with Readily Accessible Speed Setting Ring.
- ★ Synchronised for flash.
- ★ Double Exposure Prevention.
- ★ Coupled Film Transport and Exposure Counter.

£9-9-0

Ever Ready case £1/19/6

IDEAL FOR BLACK/WHITE COLOUR



Five aids to better photography

1 Philips 'Photocrescenta' Enlarger Lamps

75w and 150w both available in 60 mm. bulb, with either ES or BC cap in all voltages. Specially designed for use with the Photographic Enlarger.

2 Philips 'Photolita' Lamps

High-efficiency Photoflood lamps available in high voltages with ES and BC cap. ES cap only in low voltage.

3 Philips 'Photoflux' Flashbulbs

Three types available: AG 1; AG 1B; PF 1; PF 1B; PF 5. For all flash photography in monochrome and colour.

4 Philips Projector Lamps

Wide range of high efficiency lamps available. Suitable for most still or cine projectors.

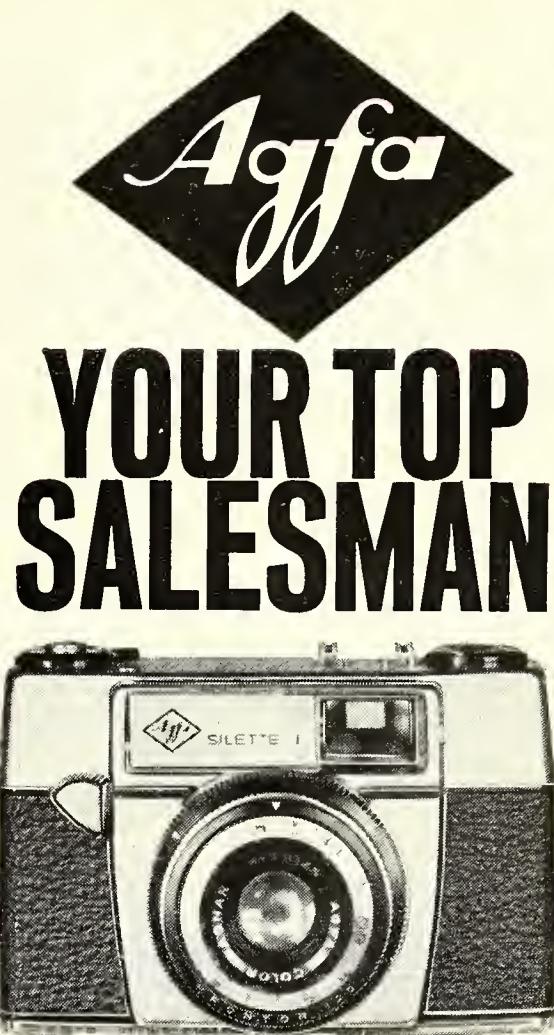
5 Philips Reflector Photoflood Lamps

SM (275w), KM (375w) and NM (500w) are supplied with built-in reflectors. Light-weight, portable. KM is more suitable for indoor cine.



PHILIPS
PHOTOGRAPHIC LAMPS

superbly efficient—completely dependable



Like all Agfa cameras, the Silettes are their own best salesmen. Take the Silette I—famous Agfa Color-Agnar f2.8/45mm lens, Prontor 125, three speed shutter, symbol focusing plus feet/metre scale—all for £9.19.6! The Silette II has all these features plus brightline viewfinder and delayed action release for only £13.18.6. Silette L, £19.18.3 with built-in meter, and Silette LK, £24.19.6 with built-in, coupled meter. For indoor photography fans, there's the Silette F with built-in flash £12.19.6.

Quality, precision, value for money—that's the fast selling Silette range.

For automatics there's the Agfa Optima range—six, top-of-the-bill cameras, from under £30 to over £50. For selective automation, the Selecta range—really unique cameras, giving remarkable value. For cine, the superb Movexoom and Movex Reflex—zoom cameras of the top class. Agfa have everything in cameras... and film too with famous Agfacolor for sparkling, living colour transparencies, prints and movies.

Get yourself some top salesmanship with Agfa cameras and film



Agfacolor[®]

made to make wonderful pictures

AGFA LIMITED · 27 REGENT STREET · LONDON · SW1 · REG 8581



**WOMAN'S OWN
MERCHANDISING
BULLETINS**

*your key to
bigger sales*

woman's own

DATED APRIL 4

Anadin
Atrixo
Beecham's Pills
Bengers
Bisk-O-Lem, Biskcafe, Minibisks & Nylax
Bonomint
Buto
Coty—Passport to Beautyc
Delsey Toilet Tissuec
Diamond Voss Nail Strengthener
Endocil
Fynnon Salt
Germoloids
Haliborange
Heinz Baby Foods
Horlicksc
Innoxa
Izal Soft Tissuec
Lady Esquire Instant Shoe Coloring...*c
Margo Roll-on Deodorant
Maw's Teats
Max Factor Creme Puff
Max Factor Sheer Genius Liquid Make-up c
Mene
Moorland Indigestion Tablets
Oil of Ulay
Pears Soap*c
Perform 8-day Hair set
Preparation 'H'
Pro-Plus
Ronson Electric Toothbrush
Helena Rubinstein—Bio-Clear
Saxin
Shadeine

Woman's Own

Merchandising Bulletin No. 7 for Chemists

One in three of all your women customers will see these advertisements during the next four weeks. Check your stocks *now* and cash in on this immense sales potential with window and counter displays wherever possible.

Tame Creme Rinse
Valderma Balm
Velouty Powder Cream

woman's own

DATED APRIL 11

Astral Skin Creamc
Bisk Slimasoupc
Color Match
Coty—Paris Perfume.....c
Femfresh
Fynnon Salt
Germolene
Golden Ltd.—Color-Glo.....c
Harmony Hair Coloursc
Hartnell Cosmetics
Innoxa
Johnson & Johnson Baby Products
Johnson & Johnson Cotton Buds
Junior Disprin
Kleenex Kitchen Roll
Lady Manhattan
Lifebuoy Toilet Soap
Margo's Bubble Bath
Max Factor—Eye Cosmeticsc
Max Factor Top Secret
Model Nail
NuNale
Ostermilk & Farex
Ovaltine
Phillips Tonic Yeast
P.L.J.c
Scholl Soft Grip Stockings
Tampax
Thermosc
Toni—Caress Hair Spray

Trimetts
Wate-On

woman's own

DATED APRIL 18

Anne French—Immac
Bengers
Bisks
Bonomint
Cosette Lingerie
Helene Curtis Go Gay Hair Spray
Delrosa Rose Hip Syrup
Energen Crispbread
Fynnon Salt
GO Spray Deodorant.....c
Guerlain
Innoxa
Max Factor Creme Puff
NuNale
Oil of Ulay
Plix
Polly Kitchen Roll
Polyhairset.....c
Robinson's Barley Cereal
Helena Rubinstein Make-up.....c
Scherk Buty-color
Sunsilk Shampoos.....c
Tint-n-Set
Twink Home Perm.....c
Valderma Balm
Veet 'O'
Yardley Cream Powder

woman's own

DATED APRIL 25

Amami Styling Lotion
Astral Skin Creamc
Biskoids, Biskafe

Christy's Lanolin Face Pack
Cidal Beauty Soap
Cuticura
Delsey Toilet Tissuec
Elnett
Fynnon Salt
Germolene
Grossmith White Fire.....c
Heinz Baby Foods
Hiltone
Horlicksc
L'Oreal Bleach
Max Factor Eye Cosmeticsc
Milk of Magnesia
Minibisks
Moorland Indigestion Tablets
Nailform
Nailoid
Phillips Tonic Yeast
Pin-Upc/d
Reckitt's Wonder Set Hair Sprayc
Saxin
Scholl Nylastik Stockings
Scotties/Andrexc
Scottowels Kitchen Roll
Spray Tint
Stablond
Sunsilk Hair Sprayc
Supersoft Hair Sprayc
Tampax

c=Colour advertisement

d=Double page spread

*April 4th: Pears Soap: Miss Pears 1964 Contest.

*April 4th: Lady Esquire: Redemption coupon. Free bottle of coloring with every conditioner-cleaner.

7 $\frac{3}{4}$ million women come shopping every week with *Woman's Own*

The next *woman's own* Merchandising Bulletin will appear in the May 2 issue of Chemist and Druggist.

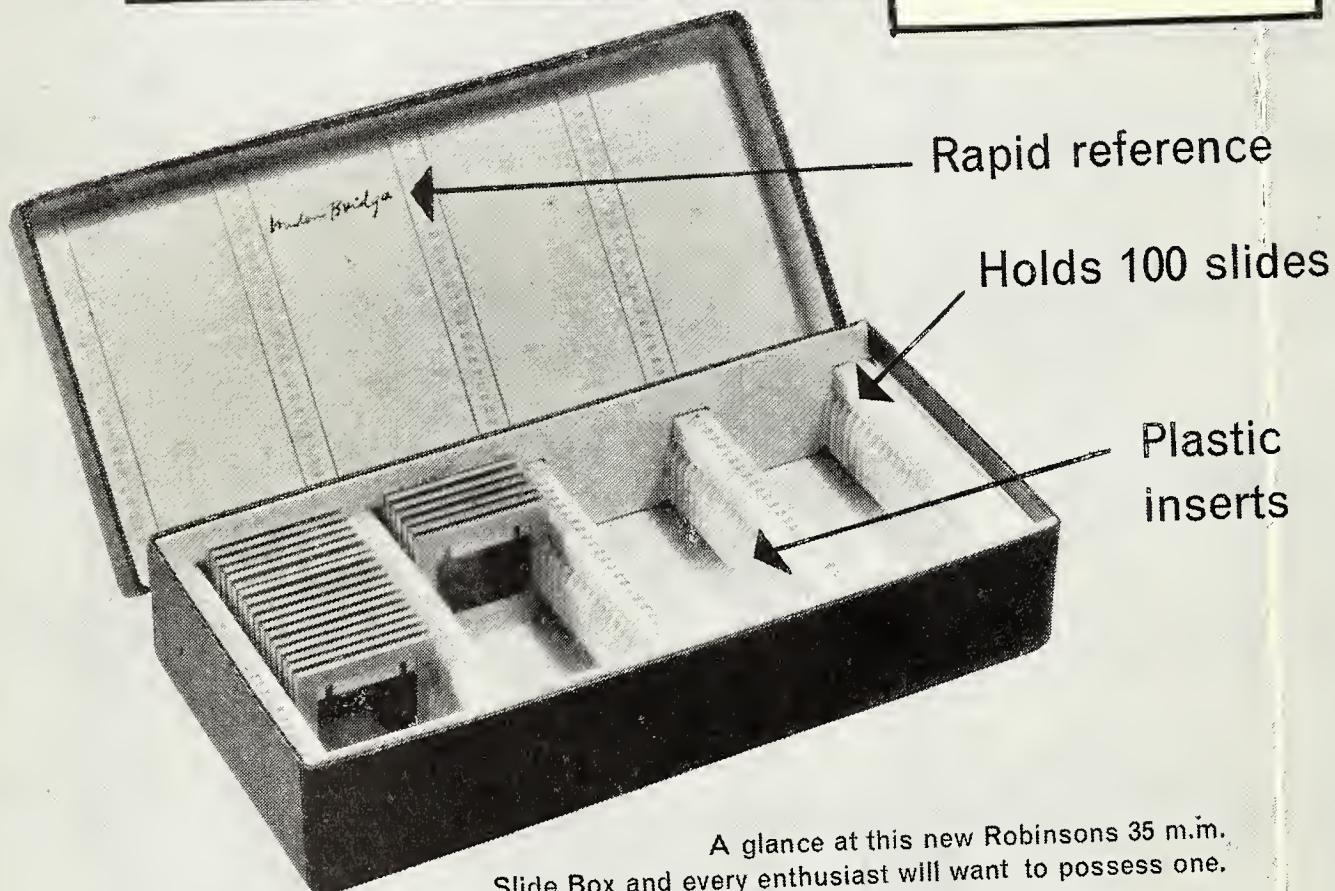
If you would like further copies of this Bulletin, or would like to receive them regularly by mail, please write to the Merchandising Manager, Woman's Own Advertisement Department, GEORGE NEWNES LTD. TOWER HOUSE, SOUTHAMPTON STREET, LONDON WC2 Temple Bar 4363.



They'll go for this

inexpensive

35 m.m.
slide box



A glance at this new Robinsons 35 m.m.
Slide Box and every enthusiast will want to possess one.

A clearly numbered title index instantly locates
any of the 100 slides, which are fully protected
in plastic inserts having a corresponding number.
A first class slide box at a really competitive price.

Obtainable through
your wholesaler.



Robinsons of Chesterfield

ROBINSON AND SONS LIMITED WHEAT BRIDGE MILLS CHESTERFIELD

Telegrams: "Boxes" Chesterfield. Telephone: 2105, 11 lines

London Office: King's Bourne House, 229/231, High Holborn, London W.C.1. Telegrams: 'Omnibox'. Holb. London. Telephone: Holborn 6383

JOINT ANNOUNCEMENT BY
ANESTAN LTD
& KELDON LTD

ANESTAN
 BRONCHIAL TABLETS
EPHAZONE TABLETS

Change in distribution

With effect from **1st April 1964**
 Distribution in **ENGLAND** and
WALES of Anestan and Ephazone
 Tablets will be undertaken by:

ANESTAN LIMITED,
6 Albemarle Street,
London, W.I.
 Telephone: HYDe Park 2444

TO WHOM YOUR ORDERS AND
 ENQUIRIES SHOULD BE ADDRESSED
 ON AND AFTER THAT DATE.

Present distribution arrangements
 in **SCOTLAND & NORTHERN IRELAND**
 will continue unchanged.



**THE CHEMIST
 AND DRUGGIST**

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
 and all sections of the drug, pharmaceutical,
 fine chemical, cosmetic, and allied industries

*Official organ of the Pharmaceutical Society of Ireland
 and of the Pharmaceutical Society of Northern Ireland*

Volume 181

March 28, 1964

No. 4389

CONTENTS

Economic Future of the Pharmacist (concluded)	322
Edinburgh Conference Time-table ...	300
Hospital Pharmacy Forum	308
In Parliament	301
Leading Articles:	
Extensions of Salesmanship	307
Photographic Season 1964 ...	307
Notional Salaries for Contractors ...	320
N.P.U. Reports	300
Pharmacists' N.H.S. Remuneration ...	319
PHOTOGRAPHIC FEATURES:	
Japanese Camera Industry	309
Half-frame Cameras	312
Photography on Holidays Abroad ...	314
Photographic Notes	316
Topical Reflections	299
World Health	300
Branch Events 305	New Books 308
Business Changes 302	New Companies 326
Coming Events 327	New Products 303
Commercial Television ... 327	Patents 328
Company News 301	Personalities 302
Correspondence 306	Print and Publicity ... 327
Deaths 302	Trade Marks 328
Expansion Projects ... 326	Trade Notes 304
Legal Reports 301	Trade Report 325
Manufacturers' Activities 324	World Trade 326

Index to Advertisers, p. 5. Classified Advertisements, p. 41.

PUBLISHED BY
 MORGAN BROTHERS (PUBLISHERS), LTD.,
 at 28 Essex Street, Strand, London, W.C.2
 Telephone: Central 6565

MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS
 MORGAN BROTHERS (PUBLISHERS), LTD. 1964

GLASGOW: 160 Nether Auldhause Road, S.3. Phone: Langside 2679.
 LEEDS, 16: 32 Wynford Rise, West Park, Phone: Leeds 67 8438.
 WOLVERHAMPTON: 89 Woodland Avenue, Tettenhall Wood.
 Phone: Wolverhampton 52301.

ANNUAL SUBSCRIPTION
 which includes The Chemist and Druggist Diary and Year
 Book, £3 10s. Single copies 1s. 3d. each (postage 5d.).

HEINZ⁵⁷

BULLETIN BOARD



Heinz Baby Foods

PRICE CHANGE

As from 25th April, the prices of the Heinz Baby Foods in cans which normally retail at the suggested price of 8d. will be increased to :—

LIST PRICE	...	...	...	...	...	...	...	...	13/8d. PER CASE
No. 2 PRICE	...	...	...	...	...	...	...	...	13/6d. PER CASE
No. 3 PRICE	...	...	...	...	...	...	...	...	13/4d. PER CASE
No. 4 PRICE	...	...	...	...	...	...	...	...	13/1d. PER CASE
No. 5 PRICE	...	...	...	...	...	...	...	...	12/11d. PER CASE
No. 6 PRICE	...	...	...	...	...	...	...	...	12/9d. PER CASE
No. 7 PRICE	...	...	...	...	...	...	...	...	12/7d. PER CASE
No. 8 PRICE	...	...	...	...	...	...	...	...	12/6d. PER CASE
SUGGESTED RETAIL PRICE	...	...	...	...	...	...	...	...	8½d.

The prices of all other Heinz Baby Food varieties remain unchanged



The CHEMIST AND DRUGGIST

Volume 181

MARCH 28, 1964

No. 4389

A "Neddy" Committee CHEMICAL INDUSTRY MEMBERS

AMONG the first five economic development Committees to be set up by the National Economic Development Council to deal with separate industries is one for chemicals.

The following are among members so far appointed:—Chairman, Mr. G. H. Beeby (chairman, British Titan Products Co., Ltd.); Members, Mr. P. C. Allen (deputy chairman, Imperial Chemical Industries, Ltd.); Dr. W. Blakey (chairman, B.I.P. Chemicals, Ltd.); Messrs. G. Brearley (director, Association of British Chemical Manufacturers); M. J. C. Hutton-Wilson (chairman, Associated Chemical Companies, Ltd.); and A. Robinson (director, Fisons, Ltd.); and Dr. D. E. Wheeler (managing director, Wellcome Foundation, Ltd.).

A Productivity Method

LONDON DISCUSSIONS ON A U.S. SYSTEM

REPRESENTATIVES of senior management from over forty-two companies in the pharmaceutical industry discussed the system of planning known as the Critical Path Method (C.P.M.) at a London conference on March 19. The method, which was developed in the United States, was first applied to the production of Polaris. One application which was discussed was its use in a new product development programme, where it would help to offset the delays and higher costs involved as drug safety testing becomes more elaborate. Representatives from Armour Pharmaceuticals, Ltd., and Crookes Laboratories, Ltd., who have already applied C.P.M. in their own operations, indicated that the new technique can be of great value in improving the production efficiency of British pharmaceutical manufacturers. It was especially suitable for those projects whose size and complexity demanded a high degree of co-ordination in planning, programming, progressing and cost control, and which required the maximum return from the investment of time, money or materials.

London Chemists

DELEGATION AT WESTMINSTER

OVER fifty pharmacists, representing thirteen London area branches of the Pharmaceutical Society, attended a meeting called on March 12 by the London County Pharmaceutical Association and held at the House of Commons. Sir Hugh Linstead, M.P. (a secre-

tary of the Pharmaceutical Society) spoke on the Government's Resale Prices Bill (which had received its second reading two days earlier). Sir Hugh thought the situation almost unprecedented in Parliamentary history; the Government had produced a Bill, against which the opposition would not vote, whilst Government back-benchers, subject to extreme pressure from constituents, had actively opposed it. He explained the suggested amendments (see *C. & D.* March 14, p. 254) examining each of them clause by clause, and asked those who had previously written to their M.P.s to do so again when the Bill reached the committee stage, endeavouring to gain support for the amendments designed to exempt medicines from its provisions. Mr. A. A. Kennett expressed the Association's thanks to Sir Hugh.

Agricultural Chemicals

MORE APPROVED PRODUCTS

THE Agricultural Departments of the United Kingdom announce that the following products have been approved under the Agricultural Chemicals Approval Scheme.

Insecticides

GAMMA-BHC (LINDANE) LIQUID FORMULATIONS: Mi-Dox lindane emulsion (Mi-Dox).

BHC (TECHNICAL BHC) WETTABLE POWDERS: Berk's 50 per cent. BHC dispersible powder (F. W. Berk & Co., Ltd.).

DDT LIQUID FORMULATIONS: Mi-Dox 25 per

cent, miscible DDT (Mi-Dox). WETTABLE POWDER FORMULATIONS: Berk's 50 per cent. DDT dispersible powder (F. W. Berk & Co., Ltd.). Mi-Dox 50 per cent, dispersible DDT (Mi-Dox).

DDT WITH BHC (TECHNICAL BHC) WETTABLE POWDER FORMULATIONS: Berk's combined DDT/BHC dispersible powder (F. W. Berk & Co., Ltd.).

DDT WITH MALATHION LIQUID FORMULATIONS: Mi-Dox DDT malathion emulsion (Mi-Dox). FORMOTHION: A systemic organophosphorus compound for the control of aphids and red spider mites on many agricultural and horticultural crops. LIQUID FORMULATIONS: Anthio (Pan Britannica Industries, Ltd.).

TETRADIFON ATOMISING SOLUTIONS: Tedion V-18 Aerocide fluid (Pan Britannica Industries, Ltd.).

Fungicides

MANCOZEB DUSTS: Chafer's Dustox 945 fungicide (J. W. Chafer, Ltd.).

MANEB WETTABLE POWDER FORMULATIONS: Tubothane (May & Baker, Ltd.).

MERCURY-ORGANO-MERCURY COMPOUNDS FOLIAGE SPRAYS: Berk's 2½ per cent. PMN dispersible powder (F. W. Berk & Co., Ltd.).

6-METHYL-2-OXO-1,3-OITHIOL (4,5,b) QUINOLALINE: For the control of mildew and red spider on apples. WETTABLE POWDER FORMULATIONS: Morestan (Baywood Chemicals, Ltd.).

ZINEB WETTABLE POWDER FORMULATIONS: Sudothane (May & Baker, Ltd.).

Herbicides

2,4-DB WITH MCPA POTASSIUM AND SODIUM SALT FORMULATIONS: Vigzol Leykleen Special (Vigzol Oil Co., Ltd.).

DINOSEB FORMULATIONS IN OIL: Tubotox (May & Baker, Ltd.).

LINURON. For pre-emergence use in potatoes and pre- or post-emergence use in carrots for the control of a range of germinating and actively growing weeds. WETTABLE POWDERS: Du Pont Linuron 50 weedkiller (Farm Protection, Ltd.), Linuron 50 weedkiller (Shell Chemical Co., Ltd.).

MCPA POTASSIUM AND SODIUM SALT FORMULATIONS: TFH MCPA (T. F. Hosking & Co., Ltd., Helston, Cornwall). Top Crop MCPA (Soil Fertility, Ltd., Hartham Park, Corsham, Wilts.).

PROMETRYNE. For post-emergence use in carrots and parsley for the selective control of seed-



WATCHING PROGRESS: Sir Harry Jephcott (honorary president of Glaxo Group, Ltd.) visits the site of the Group's new pharmaceutical factory at Fouzderhat, Chittagong, East Pakistan. In the group are Messrs. Md. Akram Mogul (resident engineer), M. R. Snell (manager, Chittagong office) and R. A. M. Henson (managing director of the Pakistan company), Sir Harry Jephcott and Messrs. M. A. Quasem (contractor), N. Baranov (development manager) and Ali Shah (engineer).

ling annual broad-leaved weeds and grasses.
WETTABLE POWDERS: Gesagard (Fisons Pest Control, Ltd.).
As a result of the extension of the uses of the following products, their names have been altered from those appearing in the 1964 List of Approved Products:—Chafer's DNBP haulm killer—to Chafer's Dinosol; Mark's DNBP haulm killer—to Marks' DNBP in Oil.

IRISH NEWS

THE NORTH

East Down Chemists

MEETING AT NEWCASTLE

BY invitation of the East Down Chemists' Association, the president of the Ulster Chemists' Association (Mrs. A. S. G. Watson) and members of its action committee attended a meeting at Newcastle, co. Down, on March 10. Mr. R. F. S. Thornton, Newcastle, who occupied the chair, paid tribute to the work of the action committee and asked members to give it all possible support. He also expressed deep regret at the sudden death of Mr. C. Gordon-Rattie (see *C. & D.*, March 14, p. 259), and asked those present to pay tribute to his memory by standing in silence. Later a lively discussion followed on several pharmaceutical topics, including resale price maintenance, price-cutting, rota services, urgent prescriptions and the sale of veterinary products. Mrs. Watson, congratulated the East Down Association on its reformation, saying it was laudable that Mr. R. Thornton had proved willing to carry on the work of his father (the late Mr. W. J. Thornton) who had been so interested in the Association, of which he had been chairman until his death. She advocated regular meetings to "breed enthusiasm." Mrs. Watson also spoke of the closer liaison between the National Pharmaceutical Union, the Scottish Pharmaceutical Federation and the U.C.A., as exemplified by the tri-partite representatives' meetings, and she commended the support of N.P.U. sponsored goods.

THE REPUBLIC

Cork Chemists

ANNUAL DINNER AND DANCE

THE president of the Pharmaceutical Society of Ireland (Mr. D. J. Kennelly) told over 200 guests at the recent annual dinner and dance of Cork City and County Chemists' Association in Cork that 1963 had been a notable year in Irish pharmacy. He was referring to the Society's progress since the Minister for Health had sanctioned the imposition of fees for retention on the registers. Those contributions had made it possible for the Society to carry out its obligations more efficiently.

Referring to the College of Pharmacy, the president explained that a near-crisis in financing it had been resolved with the co-operation of the Departments of Education and Finance and immediate essential facilities were now being added (including a small research unit). Mr. Kennelly pointed out other pharmaceutical fields, other than retail practice, were increasingly wooing young pharmacists because they were professionally satisfy-

ing and economically rewarding. Modern retail pharmacy on the other hand was neither—a serious situation for an essential State service. "Because I believe profoundly in the absolute necessity of a proper pharmaceutical service for the nation and the constitutional rights of a pharmacist to earn his living from the practice of his profession, I have complete confidence that conditions will be brought about which will make this position possible before it is too late." Mr. Kennelly was replying to the toast of "the Society," proposed by Mr. E. J. McSweeney (a former chairman of Cork Branch and a former member of Council). Mr. McSweeney said that the Society had reorganised the College of Pharmacy to comply with the highest modern standards but, looking to the future, he deplored "that to earn a decent livelihood, pharmacists have to subsidise their professional activities by becoming shopkeepers. Professional service to the public is completely ignored by the Government." There was talk of the Health Services being revised, in which event, Mr. McSweeney called for the scrapping of the "uneconomic and inadequate dispensary system." The Minister of Health must be persuaded that there was an ethical, efficient, experienced service ready-made in Irish pharmacy to undertake any expansion of the Health Services. The toast "Our Guests" was proposed by Mrs. P. Lysaght and responded to by Rev. Fr. Cleary, O.P. The chairman (Mr. E. P. Kenny) made a presentation to Mr. D. J. O'Hanlon (secretary) to mark his thirty years in office.

Donation to College

DRUG DISPLAY CASES

ON March 10, in the presence of a gathering that included many members of the Irish Pharmaceutical Medical Representatives' Association, the president of the Council of the Pharmaceutical Society of Ireland (Mr. D. J. Kennelly) formally opened a set of drug display cases in the College of Pharmacy, Dublin. The cases, which line two walls on the first landing of the College, were donated by pharmaceutical manufacturers and are to be used as a teaching aid. Mr. D. Flanagan (president of the Association) welcomed Mr. Kennelly and Professor R. F. Timoney (dean of the school). Mr. Kennelly referred to the increasing number of new drugs being marketed, and said that, no matter how conservative some pharmacists might be they could not but acknowledge the remarkable rôle played by the pharmaceutical industry in the development of modern pharmacy. "Today there is no resentment (of the inroads made by the industry into the pharmacist's former activities) among pharmacists; we are all interdependent. Long may it be so." Thanking Association members and their principals for their generosity, the president said he was proud of the Association which had "contributed considerably towards the advancement of pharmacy and medicine." Joining in the thanks, Professor Timoney explained that the purpose of the display was "to inform students about drug formula-



HANDING OVER: Mr. D. Flanagan (president, Irish Pharmaceutical and Medical Representatives' Association) and Miss H. Browne (secretary), present to Mr. D. J. Kennelly (president, Pharmaceutical Society of Ireland) and Professor R. F. Timoney (Dean of the College of Pharmacy) display cases of proprietary pharmaceutical preparations for the information of students.

tions and assist us in the teaching of such formulations." That was necessary because present-day students did their practical training after taking the academic course, and consequently had little opportunity to familiarise themselves beforehand with modern pharmaceutical products.

Students' Association

NEW OFFICERS ELECTED

OFFICERS elected for the year at the annual meeting of the Irish Pharmaceutical Students' Association in Dublin recently are:—President, Patrick McFadden, Donegal; Treasurer, Michael McAuliffe, Dublin; Secretary, Michael O'Leary. The new Council includes Cait Breathnach, Marie Rabette, Paddy Coughlan and Paddy O'Sullivan. Funds for the conference are being raised by holding weekly dances in the Town and Country club, Dublin. Members of the Association recently presented an album of records to Mr. Tim Cashman on the occasion of his retirement as vice-president.

Lourdes Pilgrimage

EARLY BOOKING ADVISED

THE annual Irish pharmaceutical pilgrimage to Lourdes, France, takes place August 3-15. Fare is £33 15s. Accommodation £21-25. Intending pilgrims are advised to book immediately sending stamped addressed envelope and £3 deposit. Secretary's address is 69 Palmerston Road, Rathmines, Dublin, 6.

Professional Examination

SUCCESSFUL CANDIDATES

THE following have passed the Second Professional examination of the Pharmaceutical Society of Ireland:—Thomas A. C. Maher; Brian J. Owen; Christopher Sode, Austin M. O'Malley; Elizabeth Casey, Bosele Mosieman; Mary R. Lynch; Patrick J. O'Sullivan; James F. O'Reilly. Passed section A:—Timothy A. Cronin; Paul J. Hennigan.

IRISH BREVITIES

THE NORTH

THE Ulster Chemists' Association's annual conference is being held at the Northern Counties hotel, Portrush, co. Antrim, May 15-17.

NEWS IN BRIEF

DRUGS and wines were stolen during a raid on the pharmacy of Mr. R. C. Slater, 48 Whetley Hill, Bradford, Yorks, recently. The thieves smashed glass in the front door to gain access.

FOLLOWING a public inquiry, the Minister of Housing and Local Government has granted planning permission to Timothy Whites & Taylors, Ltd., for shop redevelopment at 157 High Street, King's Heath, Birmingham. Birmingham Corporation had refused permission because of the lack of rear access for car parking and unloading goods.

TWO new Wellcome senior research Fellowships in clinical science were announced on March 18. They have been granted to Dr. G. M. Aber (senior registrar and research Fellow, department of medicine, Birmingham University), and Dr. R. Hall (first assistant, department of medicine, Newcastle University).

THE Board of Trade and the Board of Inland Revenue have published a pamphlet entitled "What Standard Grants and Free Depreciation Can Mean to You." The pamphlet is intended to help businessmen to understand how those inducements make a significant contribution towards meeting the cost of investing in a new project, or expansion, in the development districts.

THE Ministry of Agriculture, Fisheries and Food has issued revised recommendations for safe use in Great Britain for paraquat, a herbicide, diazinon, an organophosphorus insecticide and acaricide and vamidothion, an organophosphorus insecticide. New recommendations have been issued for bromacil (5-bromo-6-methyl-3-(1-methyl n-propyl) uracil).

AT least 170 overseas postgraduate medical students from London, Liverpool and Sheffield, will be attending a symposium on "The Liver In Tropical And Temperate Climates," sponsored by Boots Pure Drug Co., Ltd., at Nottingham, March 20-21. The symposium will be the second sponsored by the company; two years ago one was held on diarrhoeal diseases.

LATEST report by the radiological laboratory of the Agricultural Research Council, 15 Regent Street, London, S.W.1, shows that the average ratio of strontium 90 to calcium in milk throughout the United Kingdom in 1963 was slightly more than twice the ratio for 1962. The increase is attributed to fallout from nuclear weapons tests in 1962.

Courses and Conferences

THE Industrial Welfare Society, 48 Bryanston Square, London, W.1, is organising a one-day conference on retail staff training for retail executives, at the Connaught Rooms, Kingsway, London, W.C.2, on April 16.

"USE and Abuse of Drugs" is the theme of the fourth international congress being organised by the International Federation for Hygiene and Preventive Medicine in Vienna, Austria, May 24-26, 1965. Subjects to be discussed include: Problems of dosage; side effects and medication dangers; and social effects and measures.

TOPICAL REFLECTIONS

By Xrayser

Registered non-members

The text of the Bill to amend the Pharmacy Act, 1954, so as to permit of registration without the necessity of being a member of the Pharmaceutical Society has just been published (p. 273). It would appear from the two clauses it contains that it will be possible, if the Bill becomes law, to opt out of membership, provided the applicant satisfies the registrar (a) that he has a conscientious objection to being a member of the Society, and (b) that his conscientious objection is based upon religious beliefs which he shares with others. We have always prided ourselves, with some justification, that we in this country exhibit religious tolerance to a marked degree, and I am not aware that any religious intolerance has been shown to any of our members because of the beliefs that they hold. But it does seem to me that in the whole affair intolerance is being displayed by the unnamed body of objectors towards the members of the Pharmaceutical Society. I note that the sole and supreme judge in the matter is to be the registrar, who is to be put in the invidious position of making a decision on any objector who cares to apply for exemption, provided the member addresses his objection in the terms stated in clauses (a) and (b). But why stop at religious objection? There may be many "non-conformists" who have conscientious objections on other equally sincere grounds of conscience.

Contractors' remuneration

A motion, in the name of six Members of Parliament, was tabled on March 17. It reads: "That this House urges the Minister of Health in his current review of remuneration to pharmacists for N.H.S. dispensing, in providing for a fair intrinsic profit element, to include adequate provision to cover all overhead expenses of the services rendered, so as to obviate the need for pharmacists to have to sell other non-pharmaceutical goods to subsist." There, in a few words, is the Utopia we have been seeking for years. Pharmacy—pure pharmacy—professional pharmacy! A complete change in outlook. It will be noticed that all that is asked is that pharmacists should "subsist," which is something. But, assuming that the Minister of Health saw the force of the argument, are we ready to accept all that it means? Are we prepared to jettison toiletries, tooth-pastes, cameras and films, and to abandon the traditional and less traditional sidelines which occupy so much of our space and our time? Of course we are! Just as soon as the Minister of Health gives his blessing and his bounty to all that is implicit in the motion. Those who prefer to practise pharmacy will practise pharmacy. Those who do not may follow any commercial calling they care to accept.

Parenthesis

In the recent debate on the Dangerous Drugs Bill by a Standing Committee of the House of Commons, Sir Hugh Linstead confessed to having provided himself with three reference books, weighing in all 11 lb. 8 oz. and containing 4,450 pages. With them (p. 277), he said, he hoped to satisfy any member of the committee who wished to ask questions on the Schedule (Sir Hugh's statement recalled the essay of E. V. Lucas in which he described a friend, an avid reader, who had the pleasant habit of carrying a heavy handbag, filled with books, to read on his daily journey in London. That, wrote Lucas, was no satire on the railway system, but pure zeal.). So as not to disappoint Sir Hugh and make him feel his effort was not in vain, Mr. K. Robinson asked why, in line 31, "we get a situation in which there are words inside a bracket, inside a second bracket and inside a third bracket." Sir Hugh replied: "Nothing would give me greater pleasure than to be able to satisfy the curiosity of the hon. Member as to the triple brackets. If part of the furnishings of this committee room were a blackboard and several coloured chalks I should be glad to oblige him, but in their absence I must ask him to accept from me that the brackets are in order." It conjures up a new vision of Professor Sir Hugh Linstead (one pictures him [if one has sufficient (or even less) imagination] lecturing the assembled members on the parenthetical question).

1964 CONFERENCE TIME-TABLE

THE following is the provisional programme for the British Pharmaceutical Conference being held in Edinburgh, September 13-18:

Sunday

10 a.m. to 9 p.m. Conference office open at the Pharmaceutical Society's House, 36 York Place.
Evening Organ recital and short religious service at St. Giles' Cathedral.

Monday

9 a.m. to 5 p.m. Conference office open at Assembly Rooms, George Street.
Morning Opening session at Leith town hall.
Afternoon Science session at Heriot-Watt College, Chambers Street; ladies' excursion.
Evening Civic reception at Assembly Rooms.

Tuesday

Morning Conference lecture at Heriot-Watt College.
Afternoon Excursion to St. Andrews.
Evening Conference club at Assembly Rooms.

Wednesday

Morning Professional and science sessions at Heriot-Watt College; ladies' excursion.

Afternoon Science session at Heriot-Watt College; ladies' excursion.
Evening Banquet at Assembly Rooms.

Thursday

Morning Symposium session at Heriot-Watt College; ladies' excursions.
Afternoon Sports at Gullane No. 2 golf course and Braid bowling and tennis club.
Evening Conference club at Assembly Rooms.

Friday

Morning Professional and science sessions at Heriot-Watt College; ladies' excursions.
Afternoon Science and closing sessions at Heriot-Watt College.
Evening Conference ball at Assembly Rooms.

Books of Conference tickets for Monday to Friday are available at £7 7s. each, inclusive of luncheon; banquet tickets at an additional cost of £3 3s. each, including table wines. The limited banquet accommodation will be allotted in strict rotation to applicants for books of Conference tickets. Application forms can be obtained from the secretary of the Edinburgh Conference Committee, Heriot-Watt College, pharmacy department, 79 Grassmarket, Edinburgh, 1.

N.P.U. REPORTS

Annual statement of accounts

THE annual reports of the N.P.U. group of organisations to be presented to members at the annual meetings on April 1 reveal that during 1962-63 loans totalling £56,800 had been advanced from the N.P.U. Business Purchase and Guarantee Fund. The claims received by the Chemists' Defence Association were again few in number, particularly when viewed against the fact that upwards of 170 millions of prescriptions were dispensed in the 11,340 pharmacies in the C.D.A. membership. Of the claims notified, a number had been successfully resisted. Settled claims, in which the damages paid ranged from a few shillings to sums of £477, £500 and £916, in addition to costs, came within the following classes:—Alleged errors in dispensing, 8 (three involving confusion, through bad writing on prescriptions, of the names Tedral and Tanderil; Norgesic and Norflex, and Pardale and Parnate); labelling errors, 3; spirit supplied for distilled water ruining car batteries, 3; liquefied phenol supplied instead of carbolic oil, 2; faulty proprietary or household remedies, 6; alleged faulty hair or toilet preparations, 2; caustic pencil supplied for styptic pencil, 2; faulty sundries, etc., 5. The average number of members using the N.P.U. clearing-house was 3,723 and 95,249 statements (involving an average of £2,780,353) had been handled each month. Members' balances in the Chemists' Sicknes and Provident Society were credited with interest at 4 $\frac{1}{4}$ per cent., tax-free, and during the year under review £9,518 had been issued as

sick pay, against £8,677 the previous year. In the report concerning the Chemists Mutual Insurance Co., Ltd., mention is made of the bad claims experience in respect of burglary insurance. "Most pharmacies hold valuable stocks of cameras, projectors, cosmetic and toilet lines, and are therefore one of the favourite targets for thieves, as such stocks are easily disposed of. It is essential for the pharmacist to take every possible step to minimise the possibility of losses by ensuring that his premises are fully protected by first-class locks to doors, burglar bars to windows, etc. Window shows of expensive cameras, etc., should be protected by window grilles. The time taken to ensure the security of the premises is far less than that wasted in dealing with a single burglary."

The accounts show income from subscriptions at £45,642 (£38,472 in 1962). There was an excess of income over expenditure of £2,615 (£2,438). Chief item of expenditure was salaries, wages and national insurance, which rose to £18,227 (£15,008).

Contractors Committee

The annual report of the Central N.H.S. (Chemist Contractors) Committee for the year ending December 31, 1963, reveals that the income and expenditure account for the year shows a deficit of over £7,000, mainly as a result of the heavy cost of the investigation by Associated Industrial Consultants, Ltd., in connection with the negotiations concerning National Health Service chemist contractors' remuneration.

WORLD HEALTH

1963 Report and 17th Assembly

THE work of the World Health Organisation in 1963 is reviewed in the report of the director-general (Dr. M. G. Candau), which was presented to the World Health Assembly's seventeenth meeting, in Geneva, March 3-20. Dr. Candau stated that the Organisation participated in over 800 governmental health projects in 143 countries during the year and its membership grew to 120 states. International measures for the control of drugs with dangerous side effects are under study. Among his comments on communicable diseases, Dr. Candau says that sharply differing trends in poliomyelitis were observed in countries where mass vaccination has been carried out and in countries where it has not. Where mass campaigns have taken place, reported figures on poliomyelitis cases and deaths are year by year lower and often negligible. Elsewhere, the number of reported cases remains high or is even increasing.

During the Assembly the committee on programme and budget approved further measures by W.H.O. to avoid a recurrence of disasters such as that caused by thalidomide. Member States are to be invited to notify "any decision to refuse the approval of a new drug or to withdraw or restrict the availability of a drug already in use" and to develop their arrangements for handling information on adverse reactions. The director-general has been asked to continue studies on the establishment of a world health research centre. Member States are being asked to consider applying to drugs for export the controls they apply in their own country.

The full Assembly adopted a resolution on W.H.O. participation in the proposed world research agency for cancer and authorised the director-general to enter into discussions with the countries concerned with a view to its establishment and operation. It had been agreed that the agency might not itself operate a central research laboratory but would assist national establishments. However, where special cancer problems arose or where research equipment was inadequate, it could establish and operate "peripheral" laboratories. The general functions were defined as the collection, processing and dissemination of information; the drawing up of an international tumour nomenclature; studies of cancer epidemiology, geographical pathology, comparative oncology, etc.; education of staff; supply of research material; and the drawing up of a world programme of cancer research to make the best possible use of world resources.

W.H.O. has been urged by the programme and budget committee to make good the shortage of freeze-dried smallpox vaccine that is hindering the progress of the eradication programme. It was noted that during the next two years, 200,000,000 doses would be required. Recent gifts from the United Kingdom and other countries had already been used up.

IN PARLIAMENT

BY A MEMBER OF THE PRESS GALLERY, HOUSE OF COMMONS

DURING the Second Reading of the National Health Service (Hospital Boards) Bill in the House of Lords on March 19, LORD ABERDARE pointed out that the Bill had two objects, the first to change the title Welsh Regional Hospital Board to Welsh Hospital Board and the second to allow other Regional Hospital Boards to do likewise if an appropriate order was made by the Minister. LORD TAYLOR said that, for the Newcastle Regional Hospital Board, he would prefer to see Tyneland Hospital Board; for Leeds, the Ridings; for Sheffield, the Shires and for the East Anglian Board, the Fenlands. LORD NEWTON (Joint Parliamentary Secretary, Ministry of Health) said that the Minister of Health proposed to consult with the Boards about their titles and ascertain whether or not they wished to drop the word Regional, and whether they were satisfied with their present titles.

Retailers' Buying Organisations

SIR JOCELYN LUCAS asked the Minister for Industry and Trade on March 19 if he would introduce legislation to assist small shopkeepers to form buying organisations, enabling them to get discounts comparable with those allowed to big stores, and if he would issue a leaflet explaining the opportunities available to retailers under the Resale Prices Bill. MR. E. HEATH (Minister for Industry and Trade) said that no legislation was required to enable small shopkeepers to form buying organisations but he would consider the provision of a leaflet as suggested by Sir Jocelyn Lucas.

Dunlop Committee Recommendations

LADY SUMMERSKILL in the House of Lords on March 18 asked whether the Government were prepared to indemnify a doctor who was involved in a legal action following the death or disability of a patient who had been treated with a proprietary product which the Dunlop Committee had permitted to be used, despite known serious side effects. LORD NEWTON said "No." The advice given by the Committee could not derogate from the doctor's responsibility to decide whether a patient's condition called for the use of a particular drug. LADY SUMMERSKILL suggested it was "asking too much of the ordinary, overburdened doctor" to have to evaluate a drug that might have possible side effects and, "in the circumstances should not more of such drugs be withdrawn from circulation or the doctor given some protection?" LORD NEWTON pointed out that the Dunlop Committee could ensure only that the doctors were provided with the best possible expert advice but it must always be for the doctor to decide whether to use a particular drug. He thought that attitude was in the interest both of the patient and also of the status of the doctor as an independent professional man.

Poisons Legislation

MR. A. CLARK HUTCHISON asked the Secretary of State for Scotland what action the police were taking in Scot-

land to control the use and circulation of Drinamyl and Durophet. LADY TWEEDSMUIR (Under-Secretary of State for Scotland) said that the police investigated allegations of illegal sales of the products and cases involving theft, forgery or alteration of prescription forms. The Government had announced its intention to introduce legislation so soon as possible to ensure stricter control. DR. J. DICKSON MABON asked when was the amending legislation to be introduced and Lady Tweedsmuir's reply was, "We hope when we are returned after the next election."

Pharmacy Bill

The Pharmacy Bill was read a second time in the House of Commons on March 20.

Resale Prices Bill

MR. HEATH told SIR THOMAS MOORE that about 2,000 letters had been addressed to the Board of Trade or passed on by other Departments concerning the decision to abolish resale price maintenance. A great majority were from traders and trade organisations expressing opposition to the Government's decision. Those from other members of the public were mainly in favour. Many of the letters received at the Board of Trade revealed a common inspiration.

The Resale Prices Bill was considered in committee on March 23. In accordance with Standing Orders the numerous amendments had been grouped together for discussion. After a number of points of order had been raised, MR. J. HALL moved a series of amendments under which a manufacturer was required to register resale price arrangements. The Registrar would then have to take the initiative in referring them to the court. The Board of Trade would be able to direct the Registrar as to the order in which the cases were referred to the Court. Until the Court had given a decision otherwise, the resale price maintenance agreement remained in force. MR. HALL said that he appreciated the amendments might not be so far-reaching as some might have hoped, but they did create a change of emphasis. Later in the debate, SIR HUGH LINSTEAD declared he was one who regarded the Bill as basically a bad Bill. Nevertheless it had been approved by the House of Commons and their job was to improve a Bill which was given a second reading. He thought it was an improvement to introduce a political element. The decision that had to be taken when determining the priorities in which the cases were taken was surely a political decision. SIR HUGH continued: "We do not know how many applications for registration may be made. There may be hundreds; it has been suggested to me that there may be thousands. But there will be a considerable number, and I cannot understand how a judicial officer is to decide the order in which the cases are to be brought before a judicial court. It seems to me essential to make a commercial or a political decision."

There may be considerable questions involving firms which export a large proportion of their products and whose export prices may depend very much on the prices in the home market, and so on. That sort of consideration may be a determining factor in deciding whether a firm, or its goods, shall be dealt with by the Court at any early stage or wait lower down the queue. To me, it seems that such a political decision ought to be taken by a political Minister who, in the last instance, would be answerable to this House."

Hospital Plan

MR. ANTHONY BARBER told MR. K. ROBINSON on March 23 that the Government hoped to publish a "second revision of the Hospital Plan."

New Appointment

It was announced on March 23 that the Marquis of Lothian is to succeed Lord Newton as Joint Parliamentary Secretary, Ministry of Health.

LEGAL REPORTS

Addict Since Eight Years Old

A LIVERPOOL housewife told the Liverpool stipendiary magistrate on March 20, that she had been addicted to drugs since the age of eight because they had been prescribed for her by a doctor. Mrs. Olive Ashley Davies, 6 Pirrie Road, Liverpool, admitted obtaining a total of 150 dexamphetamine tablets by forged prescription forms, and was remanded in custody, to April 10 for reports. A detective-inspector said Mrs. Davies at one time worked at a pharmacist's. "She was addicted to drugs and cleverly forged prescription forms to obtain them." The matter came to the notice of the police and fortunately the woman was stopped before she was able to obtain more tablets. Mrs. Davies said, in court: "It has been established that I was addicted to drugs at the age of eight because of being prescribed them by a doctor."

COMPANY NEWS

Previous year's figures in parentheses

BAYWOOD CHEMICALS, LTD.—Mr. V. Cavendish-Bentinck has been elected chairman in place of Mr. C. P. Percy, who is continuing to act, however, as honorary consultant to the company.

JEYES' SANITARY COMPOUNDS CO., LTD.—Final dividend 9d. per 5s. share, making 1s. 1d. for 1963 (against 1s.). Group net profit, £162,330 (£91,092) after tax of £189,772 (£117,971). To general reserve, £35,000 (£7,596); forward, £83,313 (£85,151).

HOWARDS & SONS (CANADA) LTD.—W. R. Grace & Co., New York, U.S.A., have acquired Howards & Sons (Canada) Ltd., from Laporte Industries, Ltd. It was recently announced that the agency of Laporte Chemicals (Canada), Ltd., had been transferred to Howards & Sons (Canada), Ltd., which will continue to act as Laporte agents under the new ownership.

GALA OF LONDON, LTD.—The price at which the 5s. Ordinary shares which were offered to the public recently (*C. & D.*, March 14, p. 258), was fixed at 26s. 6d. Excluding certain multiple and irregular applications, a total of 3,249,200 shares were applied for by the public at prices ranging from 20s. to 40s. a share. Shares have been allocated to applicants who tendered at 26s. 6d. and above. Quotations on the Stock Exchange on March 24 began at 30s. 3d. and quickly rose to 30s. 7½d.

YARDLEY & CO., LTD.—Group profits declined from £1,963,706 to £1,882,051 in 1963. Group sales were a record, but there were increased expenditures in some overseas countries and difficult trading conditions in others, the directors state. Tax charge is £1,036,234 (£1,018,250) and net balance £833,362 (£924,270). A final dividend of 18 per cent. is recommended, making a total, on capital increased by 2-for-3 scrip issue, equivalent to the 1962 payment.

BUSINESS CHANGES

CREEK (CHEMISTS), LTD., opened a pharmacy at 112 Alexandra Road, Manchester, 16, on March 22.

MR. BRIAN J. GRAY, M.P.S., has opened a pharmacy at 11 High Street, Westbury, Wilts.

WARREN STANLEY & CO., LTD., have removed to 37 Pratt Street, London, N.W.1 (telephone: Gulliver 3464).

P. T. PETLEY & CO., LTD., have removed to 9 St. Cross Street, London, E.C.1 (telephone: Holborn 4771). The warehouse will remain at 53 St. John Square, London, E.C.1.

ALLEN & LLOYD (CHEMISTS), LTD., Aldershot, Hants, have transferred the business of their 252 High Street branch to new premises opposite at No. 245.

MR. T. H. SUTTLE, M.P.S., has acquired the pharmacy of Mr. E. R. Samways, M.P.S., The Square, Gillingham, Dorset, with effect from closing time on April 4. Mr. Samways' father took over the business in 1850, and it has thus been in the family for 114 years.

APPOINTMENTS

ROSEDALE PRODUCTS, LTD., 111 Clarence Road, London, E.5, have appointed Mr. D. Rennie their marketing director (a newly created post). Mr. Rennie is a member of the Institute of Marketing and Sales Management and is vice-chairman and education officer of the Institute's Kingston group.



PFIZER, LTD., Sandwich, Kent, have appointed Mr. K. Anderson, M.P.S., a product manager in their pharmaceutical sales department.

PERSONALITIES

MR. J. E. C. BAILEY (chairman and managing director, Baird & Tatlock group of companies and a director, Derbyshire Stone, Ltd.) has left the United Kingdom for a tour of the companies' branches and agents in East, Central and South Africa, Italy and Malta. Mr. Bailey returns to the U.K. on April 4.

MR. H. N. BREAM, F.P.S., joint managing director of Dalmas, Ltd.,

Leicester, retires on March 31, after serving the company for forty-two years. He served his apprenticeship with J. Young & Son, Leicester, gained his Chemist and Druggist and Pharmaceutical Chemist (present F.P.S.) qualifications at the College of the Pharmaceutical Society, London, in 1921 and 1922 respectively, and joined A. de St. Dalmas & Co., Ltd., in September 1922 as assistant general manager. During the years 1926-30 he was in Eire as manager of St. Dalmas (Ireland), Ltd., returning to the company's Leicester headquarters in January 1930 as general manager. He was made a director in 1934 and managing director two years later and in 1946 became chairman and managing director. These positions he retained until 1959, when the business was taken over by the Cyril Lord Group. Thereafter Mr. Bream remained managing director until joined in 1962 by Mr. J. H. N. Bridge, B.A., and in 1963 by three other directors (Messrs. R. Burrows, C. J. Browne and R. Bower). The business was again taken over—this time by British Insulated Callender's Cables, Ltd., in November 1963. During the 1939-45 war Mr. Bream served as adviser to the Ministry of Supply on rubber allocation to his industry, in the Leicester Special Constabulary, and in the City's Welfare Department. He has been secretary or chairman of the Medical and Surgical Plaster Manufacturers' Conference since 1930, and chairman of the Adhesive Tape Manufacturers' Association from its inception until 1960. He has also been for sixteen years a member of the British Pharmaceutical Codex surgical dressings revision committee. During his retirement he hopes to take up additional welfare work through the St. John Ambulance Brigade and Association and Old People's Associations. At a parting dinner to him by the company on March 26, the directors presented him with a mahogany carving table and the staff and employees with a dinner set.

DEATHS

AUGUSTIN.—On March 13, Mr. Ralph Augustin, M.P.S., aged fifty-eight. Mr. Augustin had been manager at the Oxford Road, Reading, branch of J. R. Butler for over five years. He is survived by his widow.

BOYNE.—At Nairn Town and County Hospital on March 18, Mr. Charles Simpson Boyne, M.P.S., 112 High Street, Nairn, Inverness-shire, aged sixty-eight. Mr. Boyne qualified in 1921.

CARDWELL.—On March 15, Mr. Robert Lingard Cardwell, M.P.S., 103 Layton Road, Blackpool, Lancs. Mr. Cardwell qualified in 1925 and, after a period in London, returned to Blackpool twelve years ago. He was a past-president of the Blackpool branch of the Pharmaceutical Society. A main interest was the Blackpool Rotary Club, which he joined in 1959. Mr. Cardwell is survived by his widow, a married daughter and a son.

CLARKE.—On March 8, Mr. William Henry Clarke, M.P.S., 59 Castlecroft Road, Wolverhampton, Staffs. Mr. Clarke qualified in 1925.

CLAYTON.—On March 3, Mr. John Clayton, M.P.S., 10 Mountsfield Court, Hither Green Lane, London, S.E.13. Mr. Clayton qualified in 1920.

CLUBB.—On March 20, Mr. George Lobley Clubb, M.P.S., 142 Smithdown Road, Wavertree, Liverpool, 15. Mr. Clubb qualified in 1923 and later succeeded his father in the business, which was founded over sixty years ago. A past-president of the Liverpool Chemists' Association and secretary of the Liverpool Pharmaceutical Committee, Mr. Clubb had been actively associated with the National Health Service since its inception in 1948. He was a member of the Liverpool Executive Council and chairman of the Council's finance and general purposes committee. Since 1951 he had been a member of the South Liverpool Hospital Management Committee and was chairman of the Sefton General Hospital House Committee. Mr. Clubb is survived by his widow.

Mr. J. Farrer Barnes writes: The sudden death of Mr. George Clubb has left a serious gap in the Liverpool pharmaceutical community. Succeeding his father about 1935, Mr. Clubb continuously took a very active part in pharmaceutical affairs. In addition to his many professional activities he was also a member of the Management Committee of the Sefton General Hospital and chairman of its House Committee. A regular attender at pharmaceutical conferences, he was known for his outspoken contributions. To those who knew him well George Clubb was a loyal and sincere friend, and an industrious and conscientious worker for pharmacy and the public.

FISHER.—On February 13, Mr. R. Fisher, for thirty years sales manager, Phillips Yeast Products, Ltd., Park Royal Road, London, N.W.10.

GERRIE.—On March 3, Mr. William Hogarth Gerrie, M.P.S., 36 King's Road, London, W.5. Mr. Gerrie qualified in 1922.

ROBINSON.—On March 3, Mr. Reginald Robinson, M.P.S., 2 Rose Cottage, North Street, Westbourne, nr. Emsworth, Hants. Mr. Robinson qualified in 1907.

SEATON.—On March 12, Mr. Albert Seaton, M.P.S., 35 St. Stephens Road, Leicester. Mr. Seaton qualified in 1943.



standard steroids

to meet prescriptions

Prednisolone tablets, BP, BNF

Prednisone tablets, BP, BNF
(*'Deltacortone' Brand*)

Cortisone Acetate tablets and injection

Hydrocortisone ointments and lotions
(*'Hydrocortone' Brand*)

Hydrocortisone tablets and injection
(*'Hydrocortone' Brand*)

Cortisone and Hydrocortisone were first synthesised in the
Merck Sharp & Dohme Research Laboratories.
Ask for Steroid order forms detailing the full MSD range.

Merck Sharp & Dohme Limited, Hoddesdon, Herts  Hoddesdon 4511

Announcing a change of dosage form for

Albamycin T

During the next few weeks the dosage form of Albamycin T will be changed from tablets to capsules. Upjohn Limited wish to advise the pharmaceutical profession that once stocks of tablets currently on the shelves of wholesalers and chemists have been used, no further tablets will be issued, and capsules will be supplied on all orders.

The strength of capsules will be the same as for tablets, namely, 250 mg. (125 mg. of Albamycin and 125 mg. of Tetracycline).

Your co-operation in this changeover to the new dosage form is requested by continuing to dispense tablets until all stocks of these have been exhausted.

UPJOHN LIMITED / CRAWLEY / SUSSEX

Upjohn

NEW PRODUCTS AND PACKS

Paracetamol With Codeine.—Introduced by the Bayer Products Co., Winthrop House, Surbiton-upon-Thames, Surrey. Panadeine co. tablets are offered as a safer and better tolerated alternative to tab. codein. co. Each contains 500 mgm. of paracetamol and 8 mgm. of codeine phosphate in a special sorbitol base to aid paracetamol absorption. Panadeine co. is issued in a dispensing pack of 100 tablets.

Skin-sterilising Aerosol.—Imperial Chemical Industries, Ltd., Pharmaceuticals Division, Fulshaw Hall, Wilmslow, Cheshire, have introduced a Hibitane aerosol for convenient and rapid pre-operative sterilisation of the skin. A press-button pressurised container releases 1 per cent. Hibitane diacetate in an isopropanol base, the red solution defining the area of application. The container holds 15 mils.

Anti-inflammatory Antibiotics.—Selpharm Laboratories, Ltd., 15 Hanover Square, London, W.1, are launching a new presentation of their speciality Locabiotol containing the anti-inflammatory antibiotic fusafungine in a new pressurised presentation. Two nozzles to the container give the user a field of use. Locabiotol, made in France, is distributed by Wright, Layman & Umney, Ltd., 42 Southwark Street, London, S.E.1.

A Pack for Travel.—Optrex, Ltd., Wadsworth Road, Perivale, Greenford, Middlesex, offer Optrex eye lotion in a new "traveller" pack designed to meet a growing holiday market among travellers, holidaymakers, motorists, caravanners, yachtsmen and all other sports people. Complete with eyebath, the pack is lightweight, durable and refillable. The display outer holds six.

Medicated Soap.—Now being launched nationally, Flawless medicated soap is presented as a toilet bar, with added hexachlorophene. Manufacturers are Chesebrough-Pond's, Ltd., Victoria Road, London, N.W.10. The soap has a rose perfume imported from the United States. The bar is glassine-wrapped with card stiffener and outer wrapper in cream, yellow and black to team up with Flawless medicated cream. The display box holds twenty-four.

Fashion Lipsticks.—Dorothy Gray, Ltd., 8 Grosvenor Street, London, W.1, have launched two new lipsticks: High-fashion red, Satura (sparkling golden red which does not promote any blue tones); and Siena gold, Satura lipstick (pale copper tone) each in de luxe case. Refills are available.

Foundation and Powder Shade.—Coty (England), Ltd., 3 Stratford Place, London, W.1, have brought out a new foundation and powder shade, "Honey creme." "Discreetly pink, and mellow as honey itself," the shade is claimed perfect for most skin colourings, including that of the red-head. Honey creme is available in Instant Beauty liquid tinted foundation, Subtint creamy tinted foundation, Light and Lovely three-in-one make-up (powder, foundation and moisturiser) and Airspun beauty powder.

Perfumed Hair Cosmetics.—Scented with Estee Lauder's "world-famous" fragrance, Youth-Dew, new hair cosmetics by Estee Lauder Cosmetics, Ltd.,



18 Davies Street, London, W.1, include a shampoo that cleans the hair while treating it, "leaving soft, manageable tresses that shine like a school-girl's" without altering the shade; a hair set for "quick, professional" setting; and a non-sticky hair spray for the final "every hair in place" look. Each of the products is enriched with conditioners.

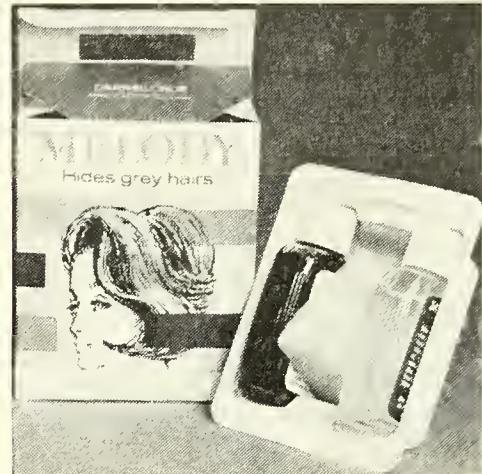
Now in Slide Box.—Dinium mouth-ulcer tablets have been repacked by Carter Bros., Glen Laboratories, Shipley, Yorks, in a handy-to-carry slide box, and the price has been reduced. The tablets contain cetyl pyridinium chloride, sodium propionate and vitamin C, and are offered for quick and penetrating relief in sore throat, mouth ulcer and sore gums.

"Sunset-tone" Make-up.—Predicting that women's complexions will this year be made more colourful as a reaction against the pale look that has been fashionable during the past few years, Max Factor, Hollywood and London (Sales), Ltd., 16 Old Bond Street, London, W.1, have added three new shades in Pan-Stik and Hi-Fi fluid make-up foundations. They are Pacific Sunset coral, pink and gold. A special creme puff, Sunset finish (translucent), gives a matte finish to the make-up without adding extra colour. The two foundation make-ups are issued in the normal containers. Sunset finish (translucent) creme puff compact has a new gold embossed circlet on the lid instead of the familiar stars.

New Products for the Skin.—Under the title Renaissance treatment collection, Revlon International Corporation, 86 Brook Street, London, W.1, have introduced three new products, all inspired by the company's Eterna 27 cream. Clean and Clear cleansing lotion, for extra dry skin, is offered in a plastic bottle, Moon Drops moisture balm in jars, and Moon Drops facial mask in tubes, each in carton bearing a design in white, gold and dark brown. The range becomes generally available in Europe in mid-April. The new products were introduced at special demonstrations to the trade, March 6-20, at which the collection was described

by Mlle. Renee Bioley, the company's beauty consultant. A special window display unit has been produced for the new products.

Hair Colourant Kit.—What is described as a new type of hair colourant, "specially designed to banish grey hairs," is being launched by Gibbs Pepposent, Ltd., Hesketh House, Portman Square, London, W.1. The new product, Melody, is presented in a kit con-



taining colourant, mixing tray, sponge applicator and pair of polythene gloves. Melody is claimed to give a natural colour to hair that is up to 70 per cent. grey. There are four shades: Dark, light and medium browns and dark blonde.

New Luxury in Soluble Towels.—Described as "the newest, most luxurious disposable towel," New Lilia, with deodorant and new feather-soft cover, and claimed by the makers, Lilia-White (Sales), Ltd., Welwyn Garden City, Herts, to be softer, more absorbent and more comfortable than any other towel. Softness, femininity and elegance are also suggested by the delicate design of the pack. New Lilia are being backed by the largest ever advertising campaign for disposable towels, with every advertisement in colour. During the period April 6 to May 8 special bonus terms apply.

Waterless Air Freshener.—Astral magnolia blossom non-aqueous aerosol, makers of which are Cupal, Ltd.,



Blackburn, Lancs, illustrated above, is issued in 8-oz. pressurised container. Display aids are available.

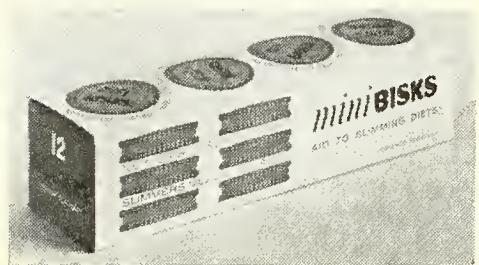
TRADE NOTES

Sundries Department Too.—Uni-chem, Ltd., Crown House, Morden, Surrey, have opened a new sundries department at their Nuneaton, Warwickshire, depot.

Withdrawn.—Boots Pure Drug Co., Ltd., Station Street, Nottingham, have discontinued manufacture of Calcipen-V tablets and of Calcipen-V sulphate tablets.

An Address Corrected.—Owing to a misunderstanding, an obsolete address has been included in classified advertisements in the C. & D. recently by Reliance Trading Co. The correct address is 23 Charles Lane, London, N.W.8.

Flavoured Biscuits for Slimmers.—British Chemotheutic Products, Ltd., Kemtheutic House, Grant Street, Brad-



ford, 3, have widened the range of their Minibisks slimmers' sandwich biscuits to include vanilla, orange and chocolate flavours. The Minibisk cartons have been redesigned.

No More Orders This Year.—Beecham Research Laboratories, Ltd., Great West Road, Brentford, Middlesex, point out that the period for ordering D-Vac (pollens) has expired and that no further orders are being accepted for this year.

Having a Clearance?—Any subscriber who has back numbers of THE CHEMIST AND DRUGGIST of twenty years ago or more, and is thinking of throwing them out, is invited to send details to the Editor, who has received requests for certain copies which are needed to complete series for one or two inquirers.

Sole Agents.—Wright Layman & Umney, Ltd., 42 Southwark Street, London, S.E.1, have been appointed sole agents for the Roger & Gallet range of products in the United Kingdom. They hold stocks of all fragrances of the Roger & Gallet soaps in both hand and bath sizes.

Tablets to Capsules.—During the next few weeks the dosage form of Albamycin-T is being changed from tablets to capsules. The manufacturers, Upjohn, Ltd., Crawley, Sussex, advise that when present stocks of tablets are exhausted capsules will be supplied on all orders. The strength of the product is unchanged.

Dietary Biscuits.—R. M. Scott (Ipswich), Ltd., Biscuit Specialists, Tower Street, Ipswich, Suffolk, draw attention to their Husky wholemeal and bran biscuits formulated to provide natural "roughage" without chemicals, drugs, or synthetics being used; and charcoal biscuits combining vegetable charcoal with "roughage."

For slimming they offer Diabisc starch-reduced biscuits.

Changed Venue of Exhibition.—The venue for the Cosmetic Industry exhibition being held in Brighton, Sussex, April 14-16 (see C. & D., December 14, 1963, p. 623), has been changed to the winter gardens of the Metropole hotel. The symposium on "Hair," organised by the Society of Cosmetic Chemists of Great Britain, is being held in the adjacent Clarence room.

A Dépôt at Newport.—Bertram Griffiths, Ltd., wholesale chemists, have opened a new warehouse at Gaskell Street, Newport, Mon. The company's headquarters is at Cardiff, and the new warehouse at Newport is intended to relieve pressure on the Cardiff branch, and to provide a better service for retail pharmacists in the Newport and Monmouthshire area. The Newport warehouse has an initial staff of ten, and a fleet of vans which deliver orders to customers on the day the order is made.

For the Dispensing Department.—To facilitate the dispensing of their 1 per cent. cortisone and hydrocortisone creams and ointments, Roussel Laboratories, Ltd., Columbus House, Wembley Park, Middlesex, have made them both available in a 200-gm. jar. Retail pharmacists are asked to report, for credit arrangements, the quantities, including batch numbers, of stocks they hold on March 31. The company draw attention to the reduced prices of some of their cortisone and hydrocortisone preparations.

Everything in Readiness.—Howards of Ilford, Ltd., Ilford, Essex, announce that, if expected legislation to permit the use of new artificial sweeteners (sodium and calcium cyclamates) is passed during 1964, they will be prepared to meet the expected demand. At present the only artificial sweetening agent permitted in the United Kingdom is saccharin, but the use of cyclamates is already authorised in the United States and in several European countries, and some of those imported products, including soft drinks, have come to be widely accepted in Britain.

Survey on Surgical Stockings.—According to a survey recently carried out by Lastonet Products, Ltd., Carn Brea, Redruth, Cornwall, more than 5 million women in Britain suffer today from varicose veins. The survey also

shows that in many recent years more working days were lost through the effects of varicose veins than through almost any other complaint—including the common cold. An increasing number of young people now suffering from the complaint are explained by the fact that women today are marrying at a younger age and that pregnancy contributes to the onset of varicose veins.



STERILISING KIT: Outfit offered by Milton division of Vick International, Ltd., 10 Burlington Street, London, W.1, for simplifying the sterilisation of babies' feeding bottles (see also C. & D., February 22, p. 178).

Bonus Offers

THE BRITISH DRUG HOUSES, LTD., Graham Street, London, N.1. **Mycil** powder, ointment and spray. **Stride**. Thirteen invoiced as twelve on order for 3 to 5 doz. Mycil powder or ointment or both, 1 doz. Mycil spray or Stride; eighty-one invoiced as seventy-two on order for 6 doz. Mycil powder or ointment (or mixed parcels in 2:4 or 4:2 ratio); twenty-seven invoiced as twenty-four on order for 2 doz. Mycil spray or Stride. April 1 to April 30. **Sea-legs**. Bonus period extended to April 11. **Volpar** foaming tablets. Six packs invoiced as five packs. April 1 to May 31.

CULLINGFORD OF CHELSEA (Castle Soaps of Cambridge, Ltd.), Webber Road, Kirkby, Liverpool. **Swistan** lotion and cream (makers: Biokosma Co., Switzerland). 5 per cent. on order for 3 doz.; 7½ per cent. on 6 doz.; 10 per cent. on 12 doz.

PHARMACEUTICAL SPECIALITIES (MAY & BAKER), LTD., Dagenham, Essex. **Anthisan** cream (25 gm.), **Anthical** cream (25 gm.) and **Avomine** tablets (tin of ten). Ten invoiced as nine April 1 to July 31. On purchases through all pharmaceutical wholesalers **Display** outer of ten gives, when open, summarised indications on rear of the carton.



ON BONUS: Display packs of three products of Pharmaceutical Specialities (May & Baker), Ltd., Dagenham, which are currently subject to bonus terms.

BRANCH EVENTS

HALIFAX

Annual Dinner

AMONG guests at the annual dinner of the Halifax Branch of the Pharmaceutical Society held recently were MR. N. HERDMAN (managing director, Duncan, Flockhart & Co., Ltd.), who proposed the toast to the Pharmaceutical Society, and MISS M. A. BURR (immediate past-president of the Society), who responded. MRS. D. BLAND presided.

LIVERPOOL

Technological Evening

LIVERPOOL Chemists' Association and Branch of the Pharmaceutical Society held a "technological evening" in the department of pharmacy, Liverpool College of Technology on February 27. MR. R. WHITTAKER (lecturer in pharmacology) discussed the principles involved in teaching the subject. He said it had been established that a drug could modify the functions of a cell but could not create new ones. Great advances were awaited in the field of biochemical pharmacology. The preparation and standardisation of slow acting insulin was described by MR. R. A. TAGGART (Evans Medical, Ltd.), who spoke of the research done by the Novo Laboratories in Copenhagen. He was unaware, he told a questioner, of any work being done on adjuvants that would act for more than twenty-four hours. He understood that insulin might be synthesised in the not too distant future. MR. A. L. SAUL (association president) thanked the speakers.

HENDON

London Chemists' Golfing Society

THE hope that the London Chemists' Golfing Society would reach its century and still be "Not out" was expressed by MR. R. A. COOKE (past president, Middlesex County Golf Union and captain designate, Society of London Golf Captains), when he proposed the toast of the Society at its annual dinner and dance on February 27. For much of the Society's fifty-

five years' existence, he said, he had seen it grow from strength to strength. The president (Mr. J. Deas), with Mrs. Deas, welcomed members and their guests. Following the dinner awards won during the year were presented by Mrs. Deas as follows:—*Aspro rose bowl and Sanger cup*: C. H. Ryder; *Butler & Crispe prize, Arthur H. Cox prize and Cow & Gate senior cup*: R. M. Pierce-Williams; *Captain's prize*: J. W. Buchanan; *Cow & Gate junior cup and Squibb Centennial trophy*: J. G. Evans; *D. & W. Gibbs prize*: R. H. Davies; *Harker Stagg prize*: R. C. A. Hall; *Hepburn shield*: A. S. Jerwood; *Johnsons of Hendon prize*: M. N. Doyle; *Jubilee vase*: E. G. Smith; *Kerfoot trophy*: E. S. Jobling; *McClure Young trophy*: E. G. Nice; *Mentholum prize*: J. A. Bennett; *Morny prize*: H. A. Coward; *President's prize and putter and Savory & Moore cup*: G. T. Morson; *Professor Flint cup*: G. Roberts; *Scott & Bowne 4711 prize*: R. E. Hedges; *Thomson cup*: A. Talbot; *Yardley cup*: W. N. Cockburn. For one of the past-presidents (Mr. R. L. Taylor) it was a birthday occasion, and during the evening a cake with candles aflame was ceremonially brought to his table.

THAMES VALLEY

Dinner at London Airport

MEMBERS of the Thames Valley Pharmacists' Association and their friends went to London Airport for a second time to hold their annual dinner and dance, basing their choice on the success of their diamond jubilee function held there in 1963. The loyal toast was proposed exactly twenty-four hours after the birth of the new baby Prince, so a pledge to his health was added. The association's president (Mr. K. J. Walker) in proposing "The Guests" said that the original object in forming the association over sixty years ago—to promote discussions among pharmacists—was still the aim. "The more we meet, the more will we understand each other's problems," he said. Mr. J. C. Hanbury (chief guest) said in his



ASSEMBLING FOR DINNER: The president of the London Chemists' Golfing Society (Mr. J. Deas) takes his seat at the annual dinner of the Society. On the right of the master of ceremonies are Mrs. Deas, Mr. R. A. Cooke, Mr. J. G. Deas and Miss L. Deas. Some of the prizes are seen in the foreground.

reply his previous visit had been before the 1939-45 war, and he was glad to see Leonard Higgs (honorary vice-president), still active in the organisation. He was sorry to learn that Mr. Norman Dewey was absent that evening because of illness; Mr. Dewey had attended every dinner since 1928. Following the speeches, which by tradition were short, bouquets were presented to Miss A. Ferguson (secretary); Mrs. J. Norrie (wife of social secretary) and Mrs. L. Higgs. All the ladies present received a box of chocolates at the table and many received either one of the flowering plants which decorated the tables or a present out of a "lucky dip."

NORTH STAFFORDSHIRE

Academic and Professional Guests

ABOUT 250 members and their friends attended the annual dinner and dance of the North Staffordshire Branch of the Pharmaceutical Society, held in Stoke-on-Trent, on February 27. Replying to the toast "The Pharmaceutical Society" proposed by DR. H. M. TAYLOR (vice-chancellor, University of Keele), MR. J. C. BLOOMFIELD (vice-president of the Pharmaceutical Society) urged all members of the Branch to object to the Bill to abolish resale price maintenance. It was ironical that the publication of the Bill should coincide with the opening of the members' room at the Society's house in memory of Sir William Glynn Jones, a member who had done so much to prevent price cutting. He said that in that matter the Society had come out openly as a professional body in support of its members for the first time. It was the intention of the Council that in future all members would enter the profession by way of a University degree. The Council also had in mind the reorganisation of the branches, and a committee had been set up to investigate the possibility of reconstituting the Council upon some form of regional representation. MR. J. R. WATKIS (chairman) proposing the toast "Our Guests," spoke of the important rôle played by all branches of the pharmaceutical profession in the relentless war on disease and suffering. But, he said, progress was dependent upon education, the aim of which was not knowledge, but action. MR. W. E. WALKER (clerk to the Stoke-on-Trent Executive Council) replied. During the evening Mr. Watkis presented to Miss S. B. Fleet (immediate past-chairman) a replica of the Branch badge. MRS. WATKIS (chairman of the ladies' group) asked Mr. Bloomfield to accept, on behalf of the Society, a cheque for £20 for the Benevolent Fund.

N.H.S. STATISTICS

In ENGLAND during October 1963, 16,543,739 prescriptions (11,496,311 forms) were dispensed at a total cost of £7,406,563. Average cost per prescription 107.45d. During November 1963, 15,981,454 prescriptions (11,085,916 forms) were dispensed. Total cost £7,246,235. Average cost per prescription 108.82d.



The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at
28 Essex Street, Strand, London, W.C.2

TELEPHONE: CENTRAL 6565

Extensions of Salesmanship

“MARKETING” and “market research” are terms that have come into common use without any too precise definitions having been given equivalent publicity. Perhaps that is because the terms still mean different things to different people. “Marketing” is wider than “selling,” but how much wider? It brings within its purview factors that were not considered by the sales manager of earlier times. It may be nowadays more often used in reference to undeveloped products it is intended to offer for sale than to products already manufactured and distributed. The term may become much more fully understood when the syllabus comes to be issued of the first courses to be offered under a chair of marketing recently established at London University (see *C. & D.*, March 14, p. 251). “Market research” is a tool of marketing. In some quarters it is regarded with suspicion, no doubt because many operations of a prying kind by all kinds of inquirers have tended to be presented under its respectable banner. For example, the National Pharmaceutical Union has warned its members not to co-operate with bodies purporting to carry out market research activities in pharmacies without first establishing with the Union the *bona fides* of the organisation concerned. At its best, market research is fact-finding and “neutral.” A Market Research Society exists to uphold standards. Its members, however, being individuals and not the market-research organisations themselves, exercise an indirect rather than direct influence on the good standing of the practice in the eyes of the public, of retailers asked to co-operate in providing information, of manufacturers commissioning surveys of the markets or potential markets, and of other market-research practitioners. The Society has a three-part code of standards (“code of practice”; “responsibilities to informants”; “standard conditions for market research”). One of the clauses under the first head lays down that the “primary purpose of market research is the finding out of information, and not the influencing of opinion.” Another threatens withdrawal of membership if there is any “disclosing to any other person, firm or company any information acquired in confidence during the course of his work regarding the policy or processes of a client without the permission of the client.” “Informants,” among whom would of course be any chemists co-operating by providing figures or other information, are required to be protected by “all reasonable precautions to ensure that informants will in no way

be adversely affected as a result of the questions,” and “no procedure or technique shall be used in which the informant is put in such a position that he cannot exercise his right to withdraw or refuse to answer at any stage in the interview.”

The technique of market research has come to stay and is indeed an essential element in the organisation of manufacture and distribution of consumer products. Chemists have undoubtedly had some reason in the past for believing that information acquired about their own business has been applied to their disadvantage by promoting the sales of certain products through other channels. They must never relax in satisfying themselves of the purpose of such inquiries and the good reputation of the inquirers. It does not follow, however, that they stand to lose from every such inquiry. Investigations are just as likely to prove that, for a particular product the pharmacy is the ideal—perhaps the only tolerable—point of sale. The technique is a tool of finding facts. What matters is the facts are such as are right and proper to be known by the inquirer, that knowledge of them will benefit the “informant” (the retail pharmacist) no less than the person, firm or organisation (usually a manufacturer) commissioning the survey.

If the general practitioner of pharmacy is to prosper, he needs information some of which can be acquired only by the use of market research techniques. As well as being prepared to co-operate in the right type of research by a manufacturer he needs to conduct his own market researches into the type of customer he is getting, into whether and why there are others in his area who do not come into his shop, and into how he can both attract them and increase the average purchase of his existing customers.

Photographic Season, 1964

PHOTOGRAPHY is booming! It is probably true to say that at no time before have so many people had such a genuine interest in this most rewarding of hobbies (as opposed to mere “snap-shooting”). The causes are various. At no time in the past have so many people had so much money or time to invest in photography; never has there been such a plethora of excellent equipment at such modest prices. Doubtless the rapidly growing popular vogue for holidays abroad has made an important contribution.

Is the chemist taking his full slice of this rich cake? If not, the remedy surely lies in his own hands. The general public still looks to the pharmacist for know-how and advice, and this facet of his complex “image” should not be allowed to become obscured.

In our 1964 Photographic Issue we are again publishing features designed to keep readers abreast of modern trends. No stockist can now fail to be aware of the remarkable, and steadily increasing, contributions made to the western markets by the Japanese camera industry in the past few years (see p. 309). Another trend that is rapidly entrenching itself—half-frame cameras—is also ignored only at possible peril to sales. Mr. Stanley Bowler’s article on photography abroad is based on a wealth of personal experience, and should help provide answers to many questions put by customers considering foreign holidays.

Photography is traditionally one of pharmacy’s rightful ancillary “lines.” It must not be let go.

HOSPITAL PHARMACY FORUM

QUALITY CONTROLS

By HOSPITAL PHARMACIST

MR. F. G. STOCK, of Birmingham city's analytical laboratories, can always be relied upon to show that continuous vigilance is necessary in the matter of quality control—even with all the knowledge, integrity, know-how and what-have-you of the big-name manufacturing firms. Much play is made about the cost of that control, and how it affects the price to the consumer, and how it is essential for that to be maintained. Yet, out of all the material Mr. Stock examined, he found only one or two manufacturers consistently producing first-class material every time. The matter is of supreme importance in hospital practice. So many firms are now producing pharmaceuticals, some at a price it is hard to ignore, that no longer can it be claimed that buying from a known supplier (known, that is, in terms of pharmaceutical background) is sufficient guarantee for that purchase. Only recently a sample of B.P. tablets was on offer at a price sufficiently low to make the offer extremely attractive. On test, the tablets showed themselves satisfactory for hardness, but failed by some large margin to pass the B.P. disintegration test. Placed in a tube of water, the tablets failed to disintegrate, even superficially, in five days! Most hospital pharmacists carry out a rudimentary testing of drugs. With increasing areas for joint contracting, and larger and larger contracts, detailed examination is obviously vital. To set up special facilities in every hospital is clearly uneconomic, yet many simple tests are well within the capabilities of the average department. Every group department that is responsible for supplies and co-ordination of a number of smaller and scattered departments, as well as chiefs responsible for contracting on area or regional bases, must be prepared to undertake a considerable amount of testing of production samples. Visits to manufacturers are not of particular value in this respect. Not what the firm is doing in the matter of quality control, but what the end product is and what the user gets are the important considerations and, as Mr. Stock shows, the end product—even for many firms that appear to have good arrangements for quality control—varies considerably. The human element cannot be "quality controlled," hence the need for continuous vigilance at the user end.

If this matter is important in hospital practice how much more so in general practice. How many pharmacists in general practice ever test the galenicals they purchase, test the multifarious tablets that they stock in ever-increasing quantities and varieties, subject their dressings to absorbency tests, in fact see that the preparations they supply and sell are as described and have a full measure of therapeutic efficiency? It should be clear that quality control will have to be undertaken at all levels, and unless pharmacists do it in their own establishments, the job will be done for them, no doubt by non-pharmacists. Is that not another argument for professionalism and the rate for the job?

Colleagues

The Practice Committee of the Society has taken upon itself a difficult task. In accord with Parkinson's law (not a function of the new deputy secretary) subcommittees have been formed to deal with the variety of interests within the Society. In full Committee the recent award of the Industrial Court was given lengthy discussions. What was made clear in its deliberations was the effect of the Joint Industrial Council scales on hospital pharmacy, the value placed on the services of a pharmacist in general practice, and the effect those scales could have on the present negotiations with the Ministry. It cannot be doubted that the Joint Industrial Council scales are at levels nego-

tiated by employer pharmacists, and show the regard those employers have for their pharmacist employees. To say that the scales are minimum begs the point. If they are minimum, let there be a maximum—a maximum the employer pharmacists consider their pharmacist employees are worth. Until and unless pharmacist employers look upon their pharmacist employees as colleagues, worthy of absolute trust, confidence, and a reasonable salary, and not as a means of producing the best possible profit and return, there will be no up-grading of status, no professionalism, and no change of attitude on the part of the Ministry. If the J.I.C. levels are those at which employers rate the worth of their pharmacists, how can the Ministry think of higher salaries for hospital pharmacists, or higher fees for professional work? That there needs to be much rethinking both in general and hospital practice is without doubt, and a get-together of all branches of the profession is vital. After it has taken place any conclusions reached must be presented jointly by all organisations. No one branch must undermine the other. No one branch, moreover, must say one thing and do another, or use another for its own purposes. Above all no one branch must publish and agree a salary scale that places the pharmacist in a category that undermines his claim to be a professional man.

NEW BOOKS

How to Treat Your Doctor

Association of the British Pharmaceutical Industry, 195 Knightsbridge, London, S.W.7. 10 x 8 in. Pp. 24. 1s.

SUBTITLED "A Guide for Patients," the booklet comprises a list of "do's" and "don'ts" drawn up by a family doctor and is obviously intended to be distributed from waiting rooms. The Association has produced it "in the hope that the book will prevent some of the misunderstandings that occur between patients and doctor." That task it should fulfil admirably, for it is lucidly written and has plenty of amusing illustrations. The reader is given a reminder of the proper attitude to the doctor in a variety of situations such as medical examinations, home visits, urgent calls, supplies of drugs and so on; also easily digested information on N.H.S. costs, with appropriate advice such as "when you pay 14s. 2d., or whatever it is, each week in stamps, do not think this goes straight into the pocket of your doctor or to the pharmaceutical firms. . . . Each day you pay, on the average, for medicines and dressings—one penny." A companion volume "How to Treat Your Chemist" seems to be called for.

The Venereal Diseases

Office of Health Economics, 195 Knightsbridge, London, S.W.7. Paperback. 8 x 5 in. Pp. 30. 2s.

THE paper traces the course and pattern of the major venereal diseases and evaluates the progress made in their control. Medically, the control of venereal disease is today relatively quick and painless. The consequent acceptance of treatment by patients should have helped to cut down the "infector pool," says the report, but much of the gain made by therapeutic progress after the 1939-45 war has been lost, especially in gonorrhœa. Doctors and public health authorities may have become less vigilant because of the apparent ease of treatment and the success in controlling the disease after the war. Pharmaceutical manufacturers may also have been discouraged from research aimed at finding more specific cures. The report stresses that the availability of an effective and acceptable treatment is not by itself the answer. A vigorous programme of social and public health education is urgently needed. The danger of promiscuity leading to venereal disease must be widely recognised, and those infected must be encouraged to seek treatment. The report suggests that, if all those infected came forward for treatment at the same time, both syphilis and gonorrhœa could be completely eliminated.

"The Japanese have made their phenomenal progress mainly by providing interesting specifications at popular prices. Originally they were imitators, but now the knowledge they have amassed has allowed them to become innovators "

(EDITORIAL, *British Journal of Photography*, December 13, 1963)

The Japanese Camera Industry



Battery of lens-polishing machines at the Tokyo works of Nippon Kogaku K.K.

JAPAN was introduced to photography as far back as 1840, when a Dutch vessel carried some daguerreotype equipment there. That was only two years after the process had become generally available, even in France. The new "art" was received with enthusiasm by the Japanese, who have a traditional love of pictures and pictorial decoration.

As photography advanced, enthusiasm grew and the craft was taken up by numerous amateurs. By 1889 field cameras, roller-blind shutters and wooden tripods were being made and marketed in the country, but it was not until 1910 that cameras began to be produced on a commercial basis. At that time the models produced were folding hand cameras, in which dry plates were used, and it was not until after 1920 that the manufacture of roll-film cameras was undertaken. The entire output of those cameras went to the domestic market and, so far as the rest of the world was concerned, Japan had no camera industry.

War-time Stimulus

The thriving photographic industry she boasts today was built on her optical industry, which dates back to the 1914-18 war when, deprived of supplies from Germany, Japan had to fend for herself in the production of optical equipment for her military needs. That forced her to engage in research into the manufacture of optical glasses and into lens design and production. Brought into the field by military necessity, she came to the forefront in two more wars (1939-45 and the Korean). The claim to be Japan's oldest optical company is made by Nippon Kogaku K.K. Founded in 1917, the company catered for practically the entire domestic needs for optical instruments up to the end of the 1939-45 war. Its twenty factories employ a total labour force of about 30,000. The company continues to produce a wide range of instruments involving optical components, including microscopes, surveying instruments, profile projectors, measuring instruments, periscopes used in radiation

laboratories, telescopes, apochromatic lenses and prisms for process-engraving cameras and ophthalmic lenses. But for present purposes the products of interest are the cameras and lenses bearing the trade mark Nikon and Nikkor.

Messrs. Nippon Kogaku commenced manufacture of optical glass in 1923, and now produce about 120 different types of glass. That achievement is related in some measure to the availability in the country of the raw materials containing lanthanum, thorium and fluorides that are used to modify the characteristics of the products in terms of refractive index and dispersion. The company took early advantage of the electronic computer to accelerate design procedure.

Advances in Lens Design

Considerable research was concurrently put into problems of designing machines to produce lenses and their mountings accurately and speedily. The techniques of anti-reflection coating were also developed, and some of the company's lenses carry multilayer achromatic coatings.

Conscious of a pre-war reputation for producing shoddy copies of reputable articles in all branches of commerce, Japan decided after the war to put her house in order, at least so far as photographic equipment was concerned, and to discipline manufacturers to supply for export only goods of which the country could be proud. To that end there was set up the Japan Camera Research Association, charged with duties of research on common and basic aspects of manufacture. It appears to have been modelled on the British Department of Scientific and Industrial Research, except that the Association has no laboratories of its own and operates by the co-operation of scientific workers in the universities. It is financed by the State.

Exigencies of the 1939-45 war placed heavy demands on the optical industry, which had of necessity to expand its production capacity. When hostilities came to an end some use had to be found for the excess potential with which the industry found itself possessed. The allied powers were



Ultra-high-speed milling machines machining camera bodies at the Yashica factory at Suwa.

approached for permission to manufacture and export cameras, and that was granted as a means of aiding the reconstruction of the country's industry and economy. There followed the formation of the Japan Camera Industry Association, charged with co-ordinating members' efforts. Though competition between members is not ruled out, all are bound by agreement to undertake technical research for the benefit of the industry as a whole, and failure to do so results in expulsion and virtual commercial suicide.

Two other bodies have been set up to protect the country's reputation in the export field. They are the Japan Camera Inspection Institute, one of the organisations set up under the Export Inspection Law of 1958, and the Japan Machinery Design Centre. The Inspection Institute operates a sampling system by which a number of cameras from a manufacturer's batch are subjected to specified checks. Should more than a minute number of defects be revealed, the whole batch is rejected. If a batch is passed, cameras are allowed to carry the Institute's familiar tag which, though not a guarantee that the camera carrying it has been subjected to Institute inspection, goes a long way towards contributing a warranty, since manufacturers are likely to maintain strict factory inspection when they know that any camera from a batch may come under official scrutiny. The function of the Machinery Design Centre is to examine and screen the design of products intended for export.



JCI tag—indicates that samples from the manufacturing batch have been subjected to specified checks.

The first of the post-war Japanese cameras were based on, but by no means slavish copies of, German 35-mm. cameras. They incorporated the best features of various models with innovations by Japanese designers. Of course those designers started with an advantage: they had the accumulated experience of Germany to draw upon and no problems of deciding whether to scrap expensive tools and plant before embarking on a new design project.

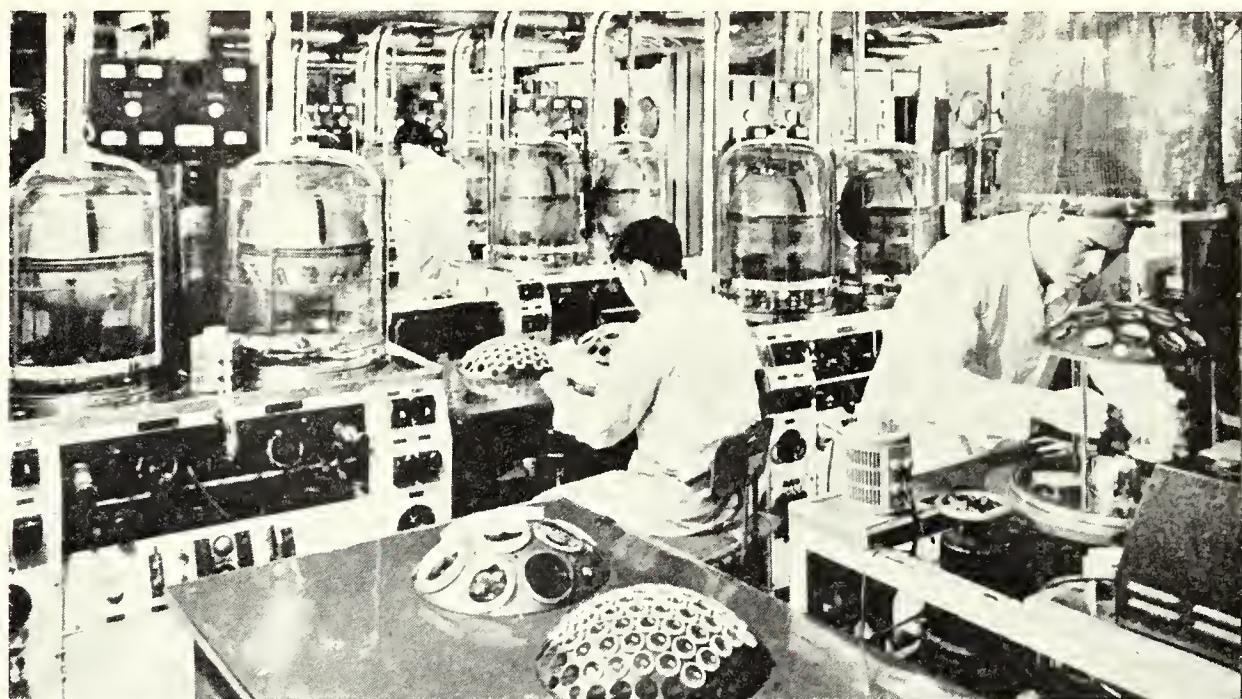
Rapidly the Japanese became setters rather than followers of the trend. Though they did not initiate the 35-mm. single-lens reflex camera they developed it to the high degree of perfection and versatility exhibited by the best modern examples. They introduced the instant-return (wink) mirror and, more recently, have incorporated the grid of a cadmium sulphide photo-sensitive cell into the mirror itself [in the Topcon RE], so that the cell receives only light that has passed through the lens. Another large concern, the Olympus Optical Co., set the fashion for "half-frame" cameras, whose popularity after only three years has risen to a demand that has surprised even their originators (see also p. 312).

Three Shutter Specialists

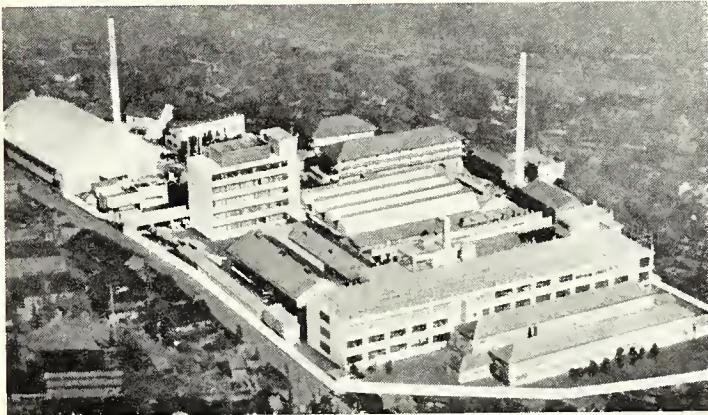
As in Germany, the production of between-lens shutters has been left to specialists, of which there are three: The Citizen Watch Co., makers of the Citizen series; K. Hattori & Co. (also clock and watch manufacturers), who produce the Seikosha range; and Copal Koki Co., makers of the Copal shutters. All three produce sector shutters with a top speed of 1/1000 sec. as well as types specially designed to couple with automatic exposure systems.



Female technician checking lens elements in the Nikor works of Nippon Kogaku, K.K.



A section of the lens coating plant of Nippon Kogaku K.K. The company has devoted much research effort to the development of anti-reflection lens coatings.



Aerial view of the Suwa factory of the Yashica Co., Ltd.

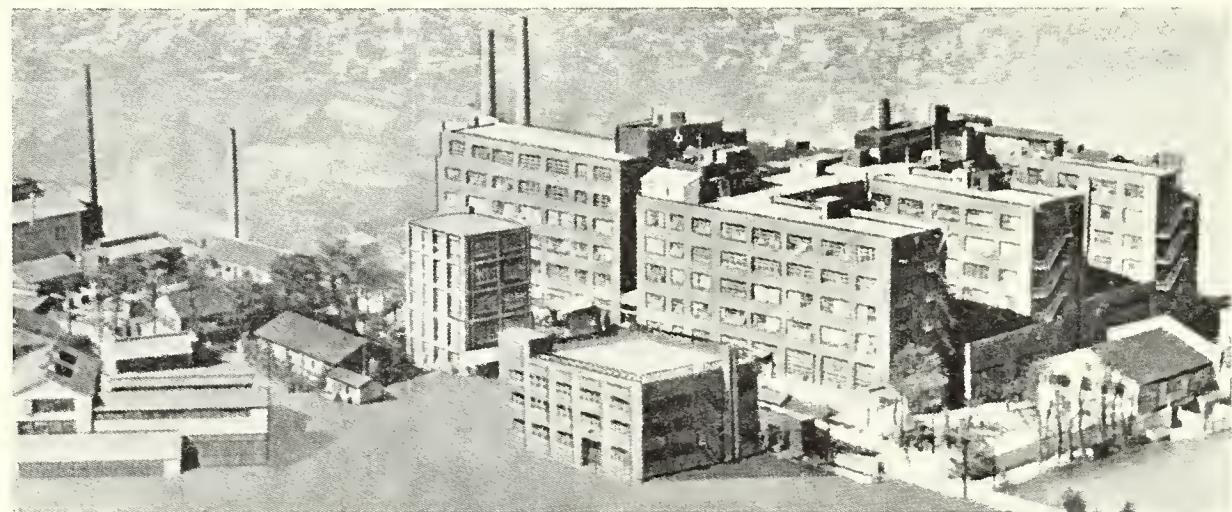
Until recently, focal-plane shutters have formed an integral part of the design of a camera. The Copal company, however, have broken new ground with the Copal Square, a focal-plane shutter unit that other manufacturers can incorporate in their camera bodies. Another innovation in the focal-plane shutter field has been the replacement of rubberised fabric blinds by thin titanium-foil blinds (by Nikon) to avoid inconsistencies of speed at low temperatures (at which rubberised fabric tends to lose its suppleness).

It may be said of Japanese lenses that the best are as good as any in the world. Moreover they produce models

selling at popular prices that are good both as to performance and as to cost. Several makers produce auxiliary lenses to convert existing objectives into long-focus or wide-angle lenses. The Canon Camera Co., which makes a range of cameras from luxury single-lens reflexes to popular "junior" types, produces a 50-mm. camera lens with an aperture of $f/0.95$, and their Canonflex incorporates a focal-plane shutter with a top speed of 1/2000 sec.

As has been pointed out, the industry rose from exigencies imposed by two great wars. Another war, the Korean, gave Japan its first fillip in the export field. British and American photo-journalists, including Bert Hardy of *Picture Post* and reporters on *Life*, after spending some time in the combat theatre, returned to Japan, in a fatigued state and with damaged equipment. Accepting the philosophy that half a loaf is better than no bread, they refitted themselves with Japanese cameras, the only ones available. With some misgivings they returned to cover the fighting with Canons and Nikons instead of Leicas and Contaxes, and were agreeably surprised to find that their results were as good as, if not better than, those they had obtained on European equipment. The news soon reached Britain and the United States, stimulating a demand that was not to be satisfied in the United Kingdom until 1958. Even then only a trickle of Japanese cameras was allowed to be imported.

In the manufacture of sensitised materials (black-and-white, colour and x-ray) Japan has also a thriving industry but Britain has as yet no import quota for the films and papers it produces.



Aerial view of the Nippon Kogaku K.K. factory at Tokyo. Founded in 1917, the company makes claim to be Japan's oldest optical company and is perhaps best known in Britain for its Nikon and Nikkor cameras and lenses.

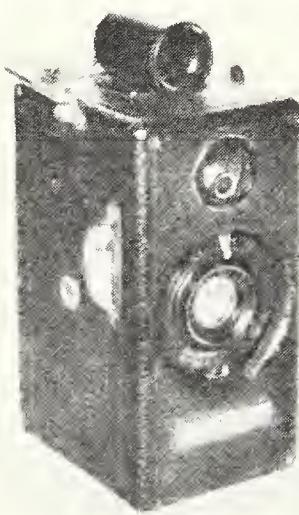
Half-frame Cameras

A VOGUE THAT SEEMS TO HAVE COME TO STAY

FIRST—before considering apparatus—a word about nomenclature. Objection has been raised to the term “half-frame” because the format to which it is now applied (18 x 24 mm.) is approximately that of the single 35-mm. motion-picture frame in vogue at the time that Barnack introduced the Leica. Barnack designed the camera with a gate size of 24 x 36 mm. (equivalent to two standard ciné frames). Since the introduction of sound film and anamorphic systems, however—to say nothing of the current use of 70-mm. film in motion-picture cameras—there is no one ciné frame size. The term “half-frame,” as applied to still cameras, is defensible, in so far as it relates to the original still frame on 35-mm. film. In any case the name is now so firmly entrenched that academic quibbles on terminology can carry but little weight.

Early Pioneer Model

Half-frame cameras are not so recent an idea as some think. In 1927, only about three years after the introduction of the trend-setting Leica, the Ansco Corporation, Binghamton, New York, U.S.A., launched the Memo, which was loaded with sufficient 35-mm. film (in daylight-loading cartridges) for fifty 18 x 24-mm. negatives. It had a lever-film wind, though the film transport system was not coupled with the shutter. The Memo camera was in ad-



BEFORE ITS TIME: Marketed in 1927 by the American Ansco Corporation, the Memo camera (left) took fifty 18 x 24-mm. half-frame negatives on 35-mm. film. At that time, however, the limited resolution obtainable from existing sensitive materials, photographic lenses, and fine-grain processing techniques militated against popular acceptance of the format.

vance of its time, for the film then available was too grainy to be suitable for the format, nor had fine-grain development techniques made much progress. The emulsions of both monochrome and colour films currently available have structures that permit enlargements up to 8 x 10 in. or even larger from the 18 x 24-mm. frame. The capabilities of these small format cameras have also been enhanced by improvements in lens design and manufacture during the past decade.

The present surge of interest in the 18 x 24-mm. format began about three years ago, and since then the trail has been blazed notably by the Japanese, especially by the Olympus Co., which has produced a family of models under the generic name Pen. Except for a simple model, the Penti, produced in Eastern Germany (distribution of which in Britain is uncertain), the Germans appear to have been undecided whether and to what extent to enter the half-frame camera market. At the 1963 Photokina exhibition,

the Agfa organisation introduced two models (as a tentative probe of the potential undertaken, it is believed, for the West German camera industry as a whole). The response would appear to have been deemed hopeful, since another model, the Optima-Parat, has been introduced within the past few months. All the cameras considered in this article are loaded with standard Leica-type cassettes.

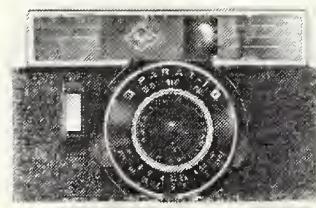
Even the Japanese manufacturers appear to have been surprised by the success of the half-frame camera. Though they had expected the ceiling of the market potential to be reached in 1963, the demand has persisted, and the makers have stepped up competition to capture as large a share as possible. At the 1963 Photokina, Olympus showed advance models of the first half-frame single-lens direct-vision reflex camera, the Pen F, which is expected to be on the United Kingdom market shortly.

Apart from the obvious advantages of reduced size, making for true “pocketability,” there are several other gains—economy of film, which is readily available in standard cassettes; ease of operation; and the short focal length of the lenses allowing great depth of field, with considerable tolerance in focusing, even at wide apertures.

The following half-frame cameras are available now or expected shortly.

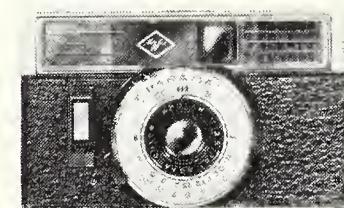
AGFA (AGFA, LTD., 27 Regent Street, London, S.W.1).

PARAT 1: 30-mm. Color-Apotar f/2.8 lens focusing to 2.5 ft. with ft./metre and symbol-coded scale; Prontor 125 shutter speeded 1/30,



1/60, 1/125 sec. and B, with x-synchronisation; click-stop aperture settings; lever film wind/shutter cocking; brilliant optical viewfinder; accessory shoe with flashgun contacts. Price, £12 19s. 6d.; E.R. case, £2 13s. 7d.

PARAMAT: Automatic version of the Parat, 30-mm. Color-apotar f/2.8 focusing as in the Parat; on automatic setting the shutter works at 1/125 sec. while the aperture is adjusted to film speed/light condi-



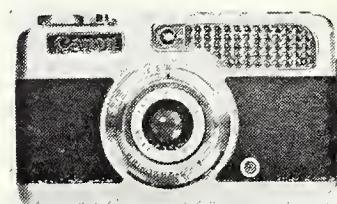
tions; accommodates film speeds 10 to 250 ASA; auto system can be disengaged for flash and time exposures; red/green signal in bright-line finder indicates whether light

conditions are adequate for auto working; lever wind; x-synchronisation; contacts in accessory shoe for cableless flashgun. Price, £28 18s. 6d.; E.R. case, £2 13s. 7d.; pouch-type case, £1 16s. 3d.

OPTIMA-PARAT: Fully automatic point-and shoot version: 30-mm. Color-Sofinar f/2.8 in fully programmed Compur shutter with continuously variable shutter-speed/aperture combinations covering eleven exposure values; “auto” system disengagable for flash and time exposures; ft./metric and symbol-code focusing scale; caters for film sensitivities 10 to 250 ASA; red/green signal in viewfinder. Price, £44 6s.; cases: E.R., £2 13s. 7d.; pouch-type, £1 16s. 3d. Silver and grey finish instead of usual black. A screw-in telephoto converter lens (for which frame lines are already included in finder) will be available later.

CANON (J. J. SILBER, LTD., 11 Northburgh Street, London, E.C.1).

DEMI: Five-element three-component 28-mm, Canon SH lens, f/2.8 with exclusive spectra coating (amber and magenta); 55° angle of



acceptance; fully programmed shutter working at speeds between 1/30 and 1/250 sec., x-synchronised at 1/30 sec.; caters for ASA sensitivities 10 to 400; focuses to 2.6 ft.

in a class of their own



The International One-Design is a very popular class of small racing yacht, perfectly adapted for speed and power. The design is based on that of the Six Metre class, but with the sail area and displacement reduced.

The racing ability of yachts of the International One-Design class is further enhanced by their simple rig, which makes them easy to handle, and by their clean lines, which make them easy to drive.

The importance of functional design has always been appreciated at May & Baker. Willingness and ability to adopt new and improved techniques have helped to ensure that our barbiturates remain, as ever, in a class of their own.

- * AMYLOBARBITONE
- * BARBITONE
- * BUTABARBITAL
- * BUTOBARBITONE
- CYCLOBARBITONE
- * HEXOBARBITONE
- METHYLPHENOBARBITONE
- * PENTOBARBITONE
- * PHENOBARBITONE
- * QUINALBARBITONE
- * Sodium Salt available

MAY & BAKER LTD
Dagenham · Essex
Telephone dominion 3060
Exts. 317 and 318



pharmaceutical
chemicals

MAX FACTOR
ANNOUNCES A
TOTALLY NEW TREND
IN MAKE-UP

it's fashion's farewell
to the pale look!

*Gorgeous sun-blushed shades
that add flattering new colour
to natural beauty*

**SUNSET CORAL
SUNSET PINK
SUNSET GOLD**

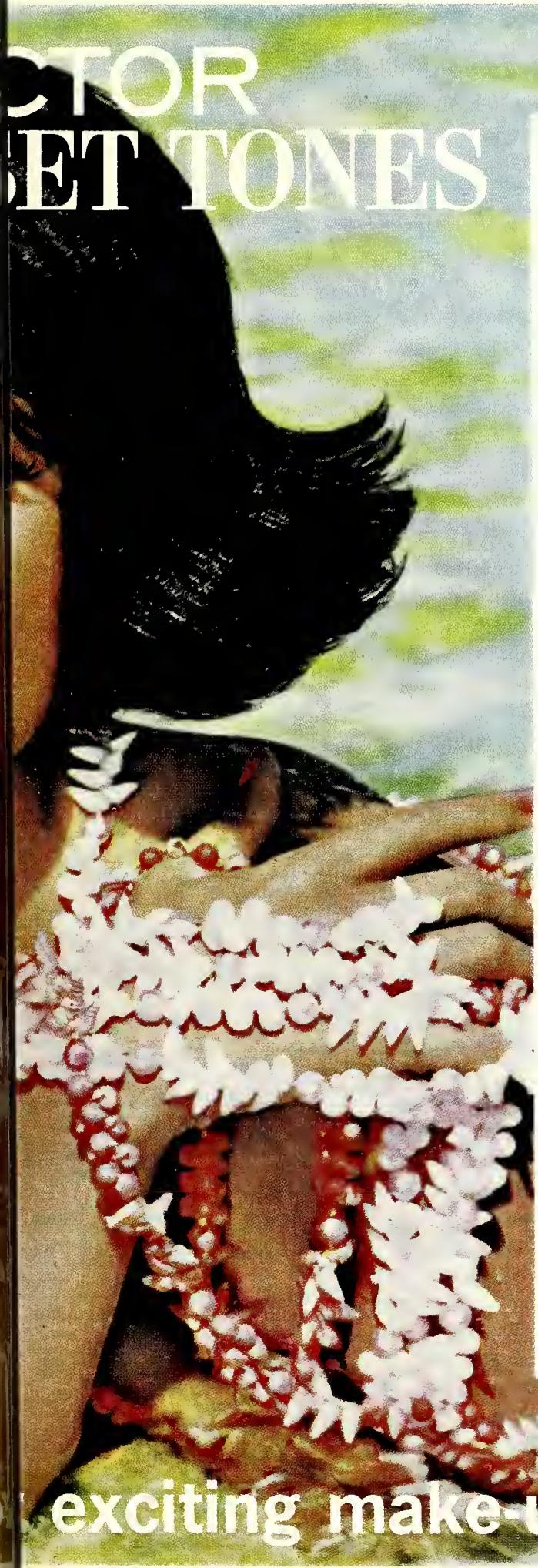
IN

**hi-fi Fluid make-up
and Pan-Stik make-up**

MAX F
PACIFIC SUN



Women everywhere will want this new



© 1964 MAX FACTOR & CO. ALL RIGHTS RESERVED UNDER INTERNATIONAL COPYRIGHT CONVENTIONS

MAX FACTOR

introduces a brilliant new tone of

CREME PUFF

CREME PUFF in SUNSET FINISH
—sheer translucent powder plus
foundation, used over HI-FI
FLUID make-up or PAN-STIK
creates a perfect finish.

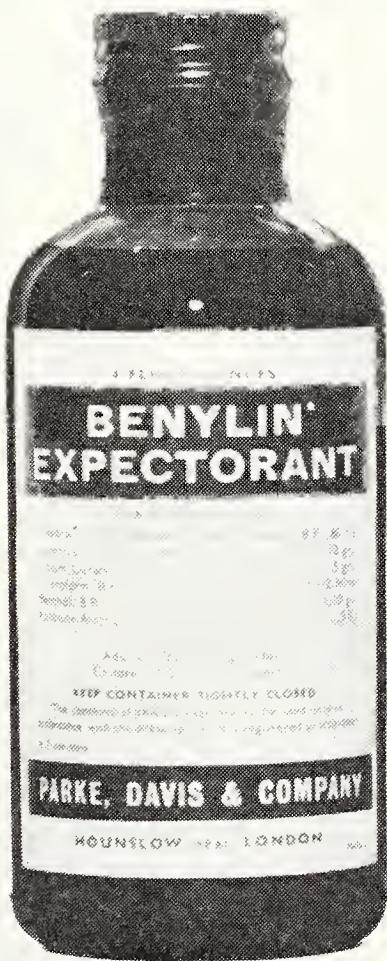
37 MILLION WOMEN WILL SEE THIS GLAMOROUS BEAUTY

Starting on April 20th, striking advertisements will be featured in top-selling magazines—WOMAN, WOMAN'S OWN, WOMAN'S MIRROR, WOMAN'S REALM, EVERYWOMAN, FLAIR, HARPERS BAZAAR, HONEY, MODERN WOMAN, SHE, VANITY FAIR, RAVE, VOGUE, WOMAN & BEAUTY, SHOWTIME. They have such a strong feminine appeal no woman can resist them!

build your displays around her too!

This bold beauty is irresistible! Display the Counter dispenser and Showcard prominently...design an exciting window display that no customer can ignore!

exciting make-up...stock up NOW!



Potable

Portable

New BENYLETS* provide your customers with the established advantages of Benylin Expectorant* in a convenient, easy-to-carry form. BENYLETS check excessive coughing, soothe sore throats, relieve nasal and bronchial congestion. *In tins of 24—retail price 2/9 inc. P.T.—trade price 18/10 per doz. plus 4/8½ P.T.*

Benylin is *the* linctus—now BENYLETS are *the* lozenges.

*Trade mark

PARKE-DAVIS

(0.8 metre) by scale calibrated in ft., metres and symbols; lever film advance; frame counter resets to zero on opening camera; unusually bright direct vision finder. Price, £26 19s., including case and wrist strap.

DIAL: (Available shortly.) Five-element, three component 28-mm. Canon SE lens f/2.8, helicoid focusing to 2.6 ft.; scales in ft. and metres; automatic exposure system controlled by cadmium sulphide photocell concentric with lens;



caters for films of sensitivity 8 to 500 ASA; manual override of "auto" system; parallax compensated bright-line finder with zone focus indicator and aperture scale incorporated; four-speed shutter; photo-cell adjusts aperture in relation to lighting and film-speed; x-synchronisation—M at 1/30, F at 1/30 and 1/60 sec.; self-zeroing frame counter; spring motor drive transports twenty frames and permits exposures at a rate of up to two per sec.; motor also powers rewind; dimensions 3 1/2 x 3 x 2 1/2 in.; weight 15 oz.; film track is vertical giving landscape-type negatives. Price, £34 17s. 6d., including case and wrist strap.

FUJICA (HANIMEX (U.K.), LTD., 42 Lower Marsh, London, S.E.1).

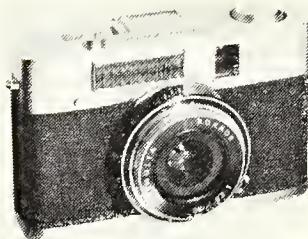
FUJICA HALF: Five-element Fujinon f/2.8 lens, focusing by front cell rotation to 2 ft.; fully automatic exposure system controlled by selenium cell; manual override; ASA



range, 10, 25, 50, 64, 100 and 200; bright line finder with parallax marks; shutter speed, aperture scale and warning signal visible in finder; lever wind; self-zeroing frame counter; x-synchronisation; delayed action release train; dimensions 4 1/2 x 3 x 1 1/2 in.; weight 16 oz. Price, £27 10s., including E.R. case and wrist strap.

MINOLTA (JAPANESE CAMERAS, LTD., 59 Piccadilly, Tunstall, Stoke-on-Trent).

REPO: 30-mm. Rokkor f/2.8 lens with click-stop zone focusing set-



tings; programmed shutter speeded 1/30 to 1/300 sec.; rotation of shutter/aperture ring until two needles coincide sets optimum shutter/aperture combination; x-synchronisation at 1/30 sec.; self-zeroing frame counter. Price, £25 19s. 11d., including wrist strap and soft leather pouch.

OLYMPUS (PULLIN OPTICAL CO., LTD., Ellis House, Aintree Road, Perivale, Middlesex).

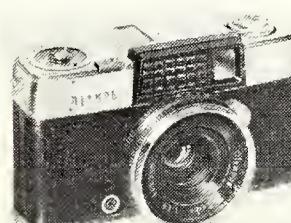
PEN: Four-element 28-mm. D Zuiko f/3.5 helicoid focusing lens; four-speed Copal shutter (1/25, 1/50, 1/100, 1/200 and B); x-syn-



chronisation; bright-line finder; lever wind. Price £16 16s., with wrist strap and pouch.

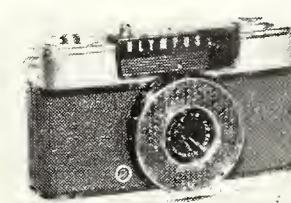
PEN S: Generally similar to the Pen, but with four-element 30-mm. D Zuiko f/2.8 lens in six-speed Copal shutter (1/8, 1/15, 1/30, 1/60, 1/125, 1/250 and B). Price, £19 19s., with wrist strap and pouch.

PEN D: Six-element, 32-mm. F Zuiko lens f/1.9 in seven-speed Copal shutter (1/8-1/500 sec.); x-synchronised; uncoupled built-in meter indicating EV numbers; helicoid focusing with feet and metric scales and four click stop zone settings; bright line finder;



rapid lever wind. Price, £32 11s., including soft leather pouch.

PEN EE: Fixed focus 28-mm. D Zuiko f/3.5 lens in single-speed x-synchronised shutter; electric eye concentric with lens automatically



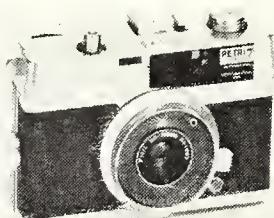
sets aperture according to strength of prevailing light; ASA range 10 to 200; rapid lever wind. Price, £24 3s.

PEN EES: Generally similar to model EE but with 30-mm. D Zuiko f/2.8 lens in two-speed shutter (1/40 and 1/200 sec.), the speed being selected by the photocell system according to prevailing light level. Three zone-focus settings. Price, £26 5s.

PEN F: (Available shortly.) The first half-frame eye-level single-lens reflex; standard lens, 38-mm. F Zuiko f/1.8 lens with fully automatic diaphragm; provision for interchange of lenses; rotary metal shutter speeded 1/500 to 1 sec. x-synchronisation; standard lens focuses to 35-cm. without additional spacing. Price, expected to be between £60 and £70.

PETRI (R. F. HUNTER, LTD., Celfix House, 51 Gray's Inn Road, London, W.C.1).

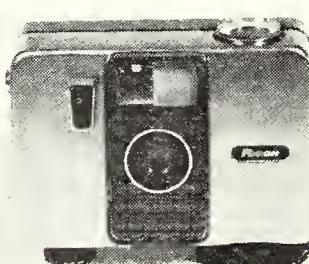
PETRI HALF 7: Four-element Petri amber coated f/2.8 lens, with three symbol-coded focus settings; symbols visible in finder;



automatic exposure control by photocell concentric with lens; caters for film sensitivities from 10 to 200 ASA; x-synchronisation; signal in finder warns if light is inadequate. Price, £24 15s. 7d., with case and wrist strap.

RICOH (MAYFAIR PHOTOGRAPHIC SUPPLIERS (LONDON), LTD., 166 West End Lane, London, N.W.6.)

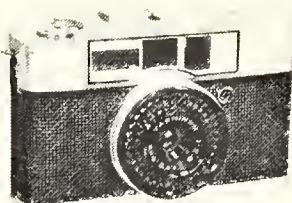
RICOH AUTO 1/2: Four-element 25-mm. fixed focus f/2.8 lens; Seikosha shutter speeded 1/30 and 1/125 sec.; electric eye couples with shutter at 1/125 sec.; "auto"



coupling disengageable for flash, X and M at 1/30 sec.; bright-frame finder with under-exposure signal; spring motor transports twenty frames; self-zeroing counter; caters for ASA film speed range 12 to 200. Price, with case, £25 4s.

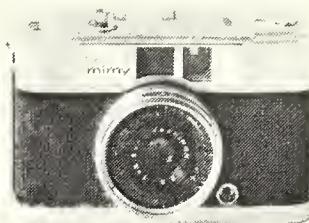
YASHICA (PHOTAX (LONDON), LTD., 70 Charlotte Street, London, W.1.)

YASHICA 72E: Semi-automatic; photo-electric meter system indicates exposure values which are transferred manually to shutter/diaphragm setting rings; photocell concentric with lens, a 28-mm.



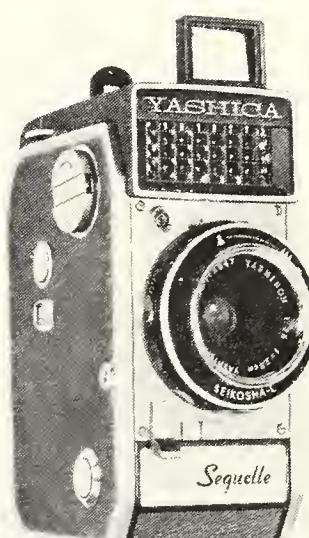
three-element Yashinon f/2.8; Copal x six-speed shutter (1/8 to 1/120 sec.); film sensitivity range 10 to 400 ASA; rapid thumbwheel film advance; bright-line finder with parallax marks. Price, £22 15s., with case.

MIMY: Fully-automatic exposure setting system; photocell encircles lens, a 28-mm. Yashinon f/2.8, fixed focus lens; meter indication



of limits of satisfactory exposure plus warning in bright-line finder by colour change; "auto" system disengageable for flash; caters for film speeds 10 to 200 ASA. Price, £20 15s.

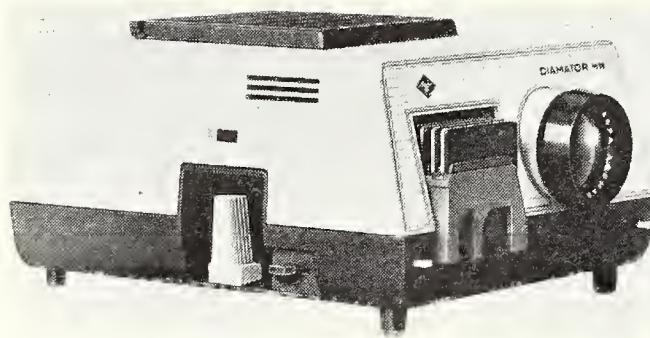
SEQUELLE: Yashinon 28-mm. f/2.8 lens with click-stop zone focusing; Seikosha-L programmed shutter; meter indicates EV numbers, which are set on shutter/iris adjusting ring; caters for ASA speed range 10 to 800; shutter/diaphragm coupling disengaged for flash (X) or time exposures. Electric motor powered by pinlight cells



transports film; sequence exposures up to two per second if required; retracting open frame finder. Price, including pistol grip, battery and soft leather case, £34 10s. 6d.

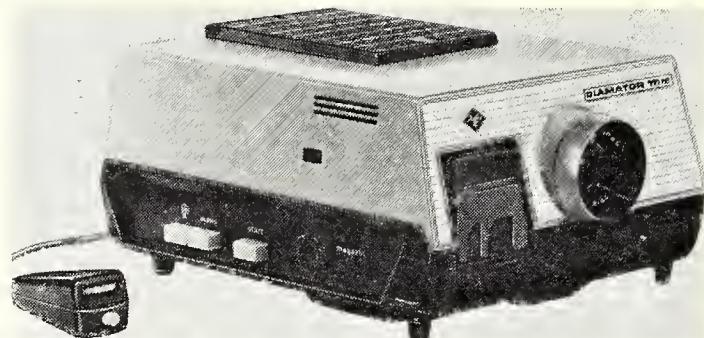
Ancillary Equipment

Although half-frame colour transparencies are returned from processing laboratories in 2 x 2-in. mounts that can be projected in standard 2 x 2-in. projectors, a longer "throw" is required to obtain a screen picture of the size yielded by the standard 24 x 36-mm. frame. AGFA, LTD., produce Diamator projectors fitted with 60-mm. projection lenses and condensers of suitable focal length to project



Diamator H18 slide projector.

full-size pictures without having to increase the throw. A 55-mm. objective and supplementary condenser lens for the Paximat range of projectors are listed by PULLIN OPTICAL CO., LTD. WRAY (OPTICAL WORKS), LTD., Ashgrove Road, Bromley, Kent, introduced conversion sets for their Moth and Firefly projectors while R. F. HUNTER, LTD., Celfix House, 51 Gray's Inn Road, London, W.C.1, offer supplementary lenses for the Deltaviewer.



Diamator M18 (Agfa, Ltd.).

The accessory optical kit intended to adjust the Rollei projector for transparencies produced with the Rollei 16 camera will serve for projecting half-frames at short throws. GNOME PHOTOGRAPHIC PRODUCTS, 354 Caerphilly Road, Cardiff, have converter kits for some of their projectors and, bearing in mind the steadily increasing popularity of the format, no doubt other manufacturers already have plans for introducing conversion accessories.

Photography on Holidays Abroad

ADVICE FOR THE CHEMIST AND HIS CUSTOMERS

ALREADY many people will have completed their preliminary planning for 1964 holidays, especially if arranging to go abroad. The time and the place having been settled, and applications for passports put in hand in good time, the next items for consideration are probably clothes and accessories. If the journey is to be made by car, then the necessary documents must be obtained and a passage booked, and the car serviced a week or so before setting off. It is fairly safe to say, however, that many who will be taking photographs while on holiday put off almost to the last minute thoughts of cameras and films, important though those items are, if only to preserve memories of the holiday.

Dangers of Neglect

Unless the camera—or the cine-camera—has been used for picture-making during the winter months, more than likely it is still lying in the cupboard or drawer in which it was thoughtlessly thrown at the end of the last holiday. It is also a fairly safe guess that many of the cameras that are brought out again will still contain a partly exposed film. If there is a flash outfit with the camera then that probably contains exhausted batteries: they may even be beginning to corrode.

It is a never-ending source of surprise that even the most intelligent car

owner, who would never think of setting off on even a moderate journey without checking his vehicle, will quite cheerfully pick up an untried camera for an important occasion without bothering to make the simplest of checks.

Approach to the Customer

Therefore the dealer's first approach to a customer known to be contemplating a holiday abroad should be to encourage him or her to use the camera at Easter or at Whitsuntide to ensure that it is still in working order, or else to have it overhauled in good time for the holiday. That is important because, after a relatively quiet winter, many camera repairers become inundated with work as the summer approaches, so that even the simplest job may take a relatively long time to complete. It is prudent to entrust customers' apparatus to a member of the photographic apparatus repairers' group of the Photographic Dealers' Association (members of the group use the abbreviation "P.A.R.G." to identify the registered service they provide). Having the camera overhauled should at least ensure that any film that has been left in it is removed and processed. That may, in turn, show up any faults present in the apparatus. If the camera has been left lying around for some months the faults that may

have developed include sticky shutters and exposure-meter inaccuracies.

Approach to the Customs

Many people seem more concerned about possible trouble with Customs officials over the camera than about obtaining good results. Yet over the past few years, in the course of several thousands of miles of continental journeying, it has been the writer's experience that difficulties at borders are of a minor kind. If the camera is of an unusual type, apparently new or one of several, then more trouble is likely to be encountered on returning to Great Britain. Although instances of petty officialdom began to occur again when foreign travel was generally resumed after the 1939-45 war, they have long since diminished to small proportions, though trouble will quickly be experienced if any attempt is made to cross frontiers without declaring equipment or if lies are told about it. For some reason, cameras and accessories seem to excite Customs officials out of all proportion to their value. Certain simple precautions should therefore be taken and always, in all circumstances, it pays to be polite. Good advice to customers is: "Bluster and you've had it! Have a clear receipt for your camera and any expensive extras (no one will worry much about a plain carrying-case or an antinous-release). If



A holiday maker uses her camera in Lyngen Fjord, Norway.

[Picture by courtesy, Norway Travel Association]

you propose to make a ciné record of your journey and prefer to use a single batch of film (often a good plan with colour), then get a receipt for that quantity of film."

Readers who are members of the Photographic Dealers' Association will probably be aware of the Association's list of the amounts of apparatus and film that may be taken into various countries by *bona fide* tourists. The list is an excellent persuader towards moderation, but again, in the writer's experience of a three week's European journey covering several thousand miles, neither suitcase nor camera cases were opened for Customs inspection until the return to London Airport. There the inquiry was polite and firm and, no attempt being made to conceal equipment or film, clearance was completed in a few minutes.

In general it will be found that film in Britain costs slightly less or about the same as it does in most European countries (where the nominal rate of exchange is "against" Great Britain, then the effective price of the film to a tourist may be slightly higher than in this country). Some dealers even display the comparative prices of various types of film in different countries, aiming to encourage visitors to purchase their supplies in Britain.

Most of the larger manufacturers have processing laboratories of their own, or specify approved laboratories for the processing of ciné film in the larger cities of most of the countries of the world. Once abroad the tourist, if he is in any doubt about the working of his camera, and feels the need of an immediate check, will find those approved laboratories often give a good and rapid service. However, a check of that kind can only be made if one is staying in one place for several days, or can direct the film to be returned to a forwarding address. The sensible thing to do, of course, is to make sure beforehand. In general, the names and addresses of manufacturers' own and other approved laboratories are listed on the instruction-sheet enclosed with the film. Again introducing a simile that is useful in explanations to the customer, it is surprising what trouble the purchaser of a second-hand car, often costing less than a really good miniature-camera, will go to obtain a

dog-eared instruction manual, whereas information about the working of his photographic equipment, or the correct use of a film is discarded almost automatically.

Other Useful Accessories

Assuming now that the basic equipment—camera and lens or lenses—has been checked and found to be in order, and that a sensible allowance of film has been obtained, what other accessories may usefully be included? For simple snap-shooting, especially when a short exposure can be given (i.e., less than 1/100 sec.), a tripod is probably unnecessary and a burden. The same applies to the ciné-camera user who has a steady hand, can tuck his or her elbows well into the body, or finds something firm to lean against (and, who, in addition, steadfastly avoids "whitewashing" every scene by waving the camera backwards and forwards and up and down to make sure of "getting it all in"). Every other amateur cinematographer should certainly take a tripod and use it—far too often fuzzy results are blamed on a poor lens, etc., when the basic fault is simple camera shake.

Unless the customer is prepared to take the trouble to understand the correct use of filters, and does not just assume that they are "things for getting clouds with," then he or she is probably better off without them. If there is real interest, then an ultra-violet filter for general use, especially in mountain regions and wherever expanses of sky and water predominate, can be of use, with perhaps also a pale green x2 filter (allowing one stop increase in exposure) for enhanced cloud effects on occasion.

That is, of course, for black-and-white work. With the exception of a colourless ultra-violet filter, no filters are permissible with colour film. That is a good general rule to adhere to so far as most customers are concerned. By the time an amateur has progressed to the stage of knowing about such items as conversion filters for daylight to artificial light materials and *vice versa*, he may usually be left to make his own choice of any other special effect or colour-correction filters he may think necessary. It is sometimes better to tell the customer a white lie, so that he does not spoil his results

by over-enthusiastic but uninformed experimentation.

Lastly we come to exposure meters. Here again the best advice to offer customers is often "No!" In the writer's opinion some of the best exposure guides are contained in the film packet; and most modern black-and-white films have sufficient latitude to take care of quite wide variations from the optimum exposure. Colour film, admittedly, presents more difficulty in assessing correct exposure, but even so thousands of successful exposures are made every year without the aid of a meter, by relying simply on exposure tables. With the increasing use of built-in automatic exposure assessment in both still (especially 35-mm.) and ciné cameras, it is an important point to ensure that the customer realises the relationship between setting the film-speed dial or lever or indicator on the camera and the film-speed figure printed on the packet. Once that is fairly clearly established the camera-user should have no further trouble due to exposure errors.

Thus considerable care is needed in allowing a customer to buy an exposure meter. That is not meant facetiously. Having spent several pounds on a meter (money that would probably have been better spent on sensitive materials and learning the hard way how to expose them) the customer is apt automatically to assume that in future all his exposures will be correct, however inexpert he may have been in interpreting the indications on the meter. It is suggested, even at the risk of losing a sale, but in the virtual certainty that there will be no "come-back" for not having pointed out the snags, that exposure meters should be sold with discretion, and only when the prospective user has enough photographic experience to read the instruction manual.

A Tangible Return

It does not seem to be generally realised that, with even a modest holiday abroad, involving a fairly heavy financial outlay for a family, once travel expenses have been paid and the hotel bill settled there may be little left to show for the money. A really successful sets of prints or transparencies in colour is a tangible return for a relatively small outlay in comparison with the cost of the holiday. The excursionist does not expect to see any lasting return for air fares and hotel bills, but does expect to see some pictures, even if he spends only a few shillings. He may well make more fuss about "dud" results than about anything else, *even if they are his own fault*. He has to be helped, almost against his own will perhaps. But efforts spent in giving him the help he needs are well worth while, no less for the chemist than for his customer.

PHOTOGRAPHIC NOTES

Testing for Residual "Hypo."—May & Baker, Ltd., Dagenham, Essex, have produced a Thiodet test kit, claimed to provide an easy and reliable method of estimating residual thiosulphate content in photographic films and papers. Use



of the test enables the operator to estimate the efficiency of his final wash and to eliminate the risk of discolouration in emulsions after storage. The kit consists of three bottles of Thiodet reagent (used for making stains on the edge portion of the emulsion under examination) and a comparator.

"Luxury" Cases for Equipment.—A new Custom *de luxe* range of leather bags and cases for Asahi Pentax cameras and equipment is available from the Commercial Drug & Chemical Co., 460 Holloway Road, London, N.7. Finished in black English leather, and claimed "dust-proof, shock-proof, sturdy and water-resistant," the cases are padded throughout with "poly foamex," and are supplied with templates to help fit any equipment. The cases may be individually adapted for carrying supplementary equipment and cameras (including twin-lens reflexes and ciné) by cutting out the necessary compartments in the

PERFECT FIT:
Custom leather cases with
"foamex" lining for Pentax equipment.



"foamex" blocks. The cases are claimed 30 per cent. lighter than other comparable cases.

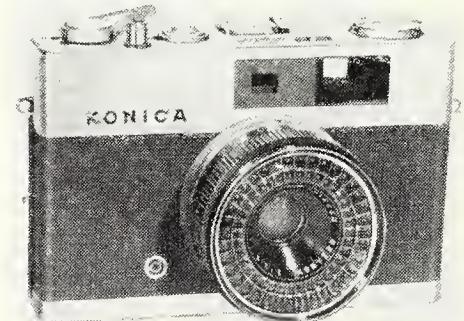
Mamiya Prismatic 35-mm. Camera. This is a single-lens reflex with a built-in cadmium sulphide exposure meter, fully interchangeable lenses and behind-lens-shutter. It is marketed by Rank Photographic, Woodger Road, London, W.12. The cadmium sulphide meter covers film speeds from 8 to 800 ASA; cross-coupled speed and aperture controls permit full operation without taking the eye from the viewfinder. Focusing is by means of a microdiaprism centre rangefinder but ground glass focusing is possible on the surrounding clear area of the fresnel screen. The standard lens is a six-element 48-mm. f/1.9 lens, focusing down to 18 in. and with fully automatic diaphragm; interchangeable alternative lenses are a 38-mm. f/3.5 four-element wide-angle, and a 100-mm. f/3.5 five-element telephoto. The shutter is a behind-the-lens Seikosha SLV blade type that enables both bulbs and electronic flash to be used at all shutter speeds, whether on M or X settings;



it has ten speeds: 1 sec. to 1/500 sec., and a "time" setting with separate release. A built-in self-timer gives approximately 10 sec. delay. Another feature is a flash contact in the accessory shoe; a second contact is provided on the camera body.

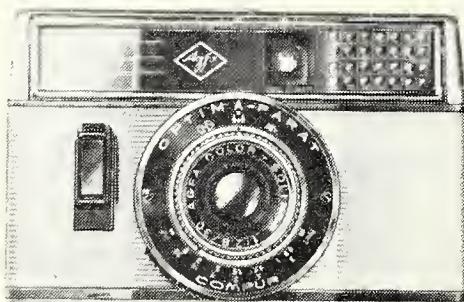
A Versatile Automatic Camera.—The Konica EE-matic is a new and fully automatic 35-mm. camera weighing only 18 oz. It is fitted with a 40-mm. f/2.8 Hexanon lens set in a fully programmed shutter with speeds from

1/30 to 1/250 sec., controlled by a photo-cell mounted concentrically round the lens. The coupled rangefinder, combined in a bright-line viewfinder, focuses down to 3 ft. Film speeds from 10 to 200 ASA are marked on a dial in the top housing; the speed of the film in use must be set before use. That, and focusing, are the



only manual adjustments that need to be made. A yellow dot appears in the view-finder when the camera is set on "auto" but, if the light should be insufficient for correct exposure, a red dot appears and the shutter-release locks. For flash photography a small lever below the lens is moved away from the "auto" mark, which automatically sets the shutter to 1/30 sec.; at the same time a small flashbulb sign appears in the view-finder. In use, the camera is focused on the subject and the guide number selected for the flashbulb used. The correct aperture is then automatically adjusted. Pullin Optical Co., Ltd., Ellis House, Aintree Road, Perivale, Middlesex.

Half-frame with Automatic Exposure.—Agfa, Ltd., 27 Regent Street, London, S.W.1, have introduced a new camera that combines the half-frame



format with the Optima system of automatic exposure control. The new Optima Parat is fitted with a Compur shutter with continuously variable range of aperture and shutter speeds covering eleven light values. The four-element lens is an f/2.8 Agfa Color-Solinar and focusing is by symbols or ft.-meter scale. A bright-line viewfinder is fitted which incorporates the red/green Optima exposure system, operated by the first depression of the shutter. Automatic exposure control covers a range of film speeds from 10 to 250 ASA; it may be disconnected for flash photography. A flash calculator is fitted that automatically sets the correct aperture when the flash-bulb guide number is lined up with the distance setting. Other features include lever-wind film transport,

cranked rewind knob, subtractive film counter and accessory shoe with centre contact for cordless flashguns.

Home Movies.—8-mm. home movie films are obtainable, at full trade discount, from Diamond Film Productions, Ltd., 235A High Street, Slough, Bucks.

From the Far East.—The inexpensive, lightweight Navigator 9 x 45 binoculars are sealed and coated. Suppliers are J. J. Vickers & Sons, Ltd., 80 Royal Hill, London, S.E.10.

Colour Processing in Ireland.—Kodacolor, Ilfocolor and Gevacolor films are all processed by Lyall Smith Laboratories, Ltd., Rathgar, Dublin, 6, who are also the official Agfacolor processing station in Ireland.

Japanese Optical Instruments.—Greenkat high quality Japanese microscopes, telescopes and binoculars are obtainable from Greenhill & Ellis (Optical), Ltd., Ling House, Dominion Street, London, E.C.2.

Complete Colour Service.—The Colormagna colour processing service means the dealer can send all colour films in a single package to one address: Will R. Rose, Ltd., 23 Bridge Street Row, Chester.

Prismatic Binoculars.—Inexpensive Regent prismatic binoculars with Chance-Pilkington glass lenses, are supplied by Highgate Optical Manufacturing Co., Ltd., 71 Great Portland Street, London, W.1.

Bradford Photo Wholesaler.—Kenmore (Merchants), Ltd., 8 Burnett Street, Bradford, 1, wholesale photographic dealers, represent over fifty photographic or allied companies. A price list of facilities is available from the company.

Scottish Processing Laboratories.—“Quality, reliability and personal service” in processing are offered by Scottish Colorfoto and Glen of Alexandria, Alexandria, Dumbartons, from whom details and price lists are available.

Transparency Mounts.—White card self-sealing unprinted transparency mounts are available from Hutes, 231 London Road, St. Leonards-on-Sea, Sussex. Size 2 x 2 in. in boxes of twenty-five and fifty; 2½ x 2½ in. and 2½ x 1½ in. in boxes of twenty-five.

Unfair to Smash-and-grab Men.—Folding Vizor grilles for the protection of window displayed goods are offered by E. Pollard & Co., Ltd., 159 St. John Street, London, E.C.1, who claim them to be “the modern means of protection, approved by insurance companies.”

Optical Instrument Repair Service.—E. Hill & Co., Ltd., Hilkinson Works, 40 Potters Road, New Barnet, Herts, offer an expert service in the repair of binoculars, telescopes and microscopes. Items in the company's Hilkinson range of Japanese optical equipment are all fully tested and guaranteed.

Mounting Accessories.—A range of wedding albums, folders and mounts, negative bags, wallets, picture frame mouldings, calendar mounts and transparency card mounts for 35-mm., half-frame, 40 x 40-mm., 2½ x 2½ in. and sixteen on 120 negative formats are

available from Radofote (TC), 13 Bridge Street, Southport, Lancs.

35-mm. Slide Box.—Robinson & Sons, Ltd., Wheat Bridge Mills, Chesterfield, offer inexpensive 35-mm. slide boxes. Capacity is 100 slides, held in position by numbered plastic inserts. A clearly numbered title index instantly locates any slide.

“Own Name” Lens Tissues.—“Non-abrasive and non-chemical” lens tissues that are claimed suitable for normal, plastic and coated lenses are available from Cleanright Tissues, 48 Newton Road, Torquay, Devon. Packets can be printed to retailers' own specifications at no extra charge.

Butt-splicing Economy Pack.—David Williams (Cine Equipment), Ltd., 5 Glasshouse Yard, London, E.C.1, are marketing a new Quik-splice pack called the butt-splicer economy pack. It comprises an 8-mm. butt-splicer with refills and a spare carton of seventy-two Quik-splice refills.

Ciné Film Duplicating Service.—Perfect Duplifilm copies from 8-mm. and 16-mm. films, graded and colour corrected, are quickly and economically produced in any quantity by Filmprint Services, Ltd., 72 Grosvenor Street, London, W.1. Copies of black-and-white films are also undertaken.

Paper Range Extended.—The range of Agfa Brovira glossy paper has been extended to include an extra-soft gradation (and now covers six grades of contrast in single and double weight). A free booklet, “Agfa Photographic Papers and their Processing,” can be obtained from Agfa, Ltd., 27 Regent Street, London, S.W.1.

Guaranteed Repair Service.—A comprehensive photographic repair service for cameras (still and ciné), projectors, exposure meters, binoculars, and including lens reconditioning and coating, is offered by Vanguard Instruments, 47 Half Acre, Brentford, Middlesex. A forty-eight-hour service is available when necessary and all repairs carry a year's guarantee.

Inexpensive 35-mm. Camera.—The Halina Super 35X is an inexpensive 35-mm. camera with an all-metal body. Features include rapid lever wind (advances film, counts frame and cocks shutter at one stroke); luminous bright-line frame-finder; four-speed shutter (1/25, 1/50, 1/100 and 1/200 sec., with B); flash synchronisation; double-exposure prevention and Halina f/3.5, 35-mm. anastigmatic lens (colour corrected and coated).

For Silent Films Only.—Johnsons of Hendon, Ltd., Hendon Way, London, N.W.4, have followed up the Eumig P8 Phonomatic Novo camera with the P8 automatic Novo which incorporates an iodine quartz lamp and automatic film threading on to the take-up spool. The new model retains the advanced features of the Phonomatic but has been designed “for the enthusiast who requires a fully automatic projector for silent films only.”

Lighting Unit for Monochrome.—A new Watastar lighting unit (the 1002) has been added to the range offered by Photopia, Ltd., Hempstalls Lane, Newcastle, Staffs. Rather larger than

the earlier 1001 model, the new unit is designed for mounting on the camera or a stand and takes Philips lamps PF13989R (200 hours' life) or 12013R (2,000 hours). Because the colour temperatures of those lamps is below 3,400° K, they are unsuitable for use with artificial light colour film; they are claimed economical for monochrome work.

Ancillary Colour Services.—To provide “the simple answer to difficult orders,” Fencolor Laboratory, P.O. Box 47, 75A Abbey Road, Cambridge, undertake the preparation of prints from transparencies; duplicate colour prints; transparencies from negatives; transparencies from original colour prints and duplicate transparencies, with full discounts on unprofitable work.

Gadget Bags.—A new range of Avon gadget bags has been introduced by Neville Brown & Co., Ltd., 93 Cavendish Street, London, W.1. In black cowhide, Avon bags come with chrome clasps, chrome surround trim and red suede interior. Other features are elasticated filter holders and shoulder pads, adjustable shoulder straps and adjustable compartments.

Chemists Only.—H. B. Dorling, Ltd., Selinas Lane, Dagenham, Essex, who accept orders from pharmacists only, hold a comprehensive range of photographic apparatus and materials. They are agents for Actina, Agilux, Arrow-tabs, Atlas, Gevaert, Johnsons of Hendon, Luminos, May & Baker, Neville Brown, Photopia, Photo Science, Silber, Phillips, and Japanese Cameras, Ltd. Orders are delivered by van or post free, by return.

Distributors for a German Range.—Oxley Industries, Ltd., through their subsidiary Mayfair Photographic Suppliers (London), Ltd., 166 West End Lane, London, N.W.6, have been appointed sole United Kingdom distributors for the range of cameras made by Franka-Werk, Bayreuth, West Germany.—Messrs. Mayfair also recently formed a special division to promote the sale of photo goods through pharmaceutical outlets.—The Franka 125 is



The Franka 125.

a metal-bodied 35-mm. camera, fitted with a f/2.8 45-mm. colour-corrected lens focusing down to 4 ft. A bright, suspended frame view-finder has parallax correction marks. Shutter speeds are 1/30, 1/60 and 1/125 sec., with B setting, and the camera is synchronised for flash with a standard 3-mm. coaxial socket. Other features are: “zone” focusing; depth of field scale;

double exposure prevention, carrying case and lever wind.—The more expensive Franka 125L is similar but has a built-in, direct-reading, uncoupled exposure meter covering film speeds ranging from 12 to 3,200 ASA.

For Storing Miniature Negatives.—The Minidex Twin 35-mm. negative "library" has storage capacity for 1,440 negatives. It has, in addition, opaque panels prepared for pencil or ink writing, to enable users to enter details of exposure and enlargement. The binder in strong black PVC, with press-stud fastenings, complete with expanding posts, twenty-four twin sleeves and two index cards. Additional twin sleeves (144 exposures) with index cards are available from the makers James Blackwood & Co., Ltd., 22 Bakers Row, London, E.C.1.

Improved Glazing Solution.—What is claimed "a new concept in photographic print glazing" is the M.H.S. photo enamel made by Welton Laboratories, Ltd., Hunmanby, Filey, Yorks. The material is a viscous, translucent aqueous suspension of a synthetic resin complex. It is applied to the print (about 1 mil per 20 sq. in.) after the final washing and draining (complete removal of surface water is not essential). Coating may be carried out by brushing or swabbing the print surface, or on a commercial scale by passing over powered coating rollers. No wetting-agent is necessary, nor any special care in squeegeeing the print into contact with the glazing plate. The makers say that best results are obtained from standard heated driers. M.H.S. photo enamel is supplied in bottles of 250 mils and 1 litre. Leaflets and technical data are available. From Kenmore (Merchants), Ltd., 8 Burnett Street, Bradford, 1; Jonathan Fallowfield, Ltd., 74 Newman Street, London, W.1; Southall Bros. & Barclay, Ltd., Priory House, Gooch Street, Birmingham, 5; and Hutleys (photographic wholesalers), 233 London Road, St. Leonards-on-Sea, Sussex, all of whom are official stockists.

Popular Camera Restyled.—An improved version of the 35-mm. Kodak Colorsnap 35 camera has been introduced by Kodak, Ltd., Kodak House, Kingsway, London, W.C.2.



Model 2 has a streamlined appearance achieved by the inclusion of a retractable winding knob, which drops into the camera body when not in use, and a flush-mounted shutter-release button on the front. The camera has a grained leather-cloth finish. The exposure-value scale has been extended from $9\frac{1}{2}$ to $15\frac{1}{2}$.

Three Cameras from Russia.—Technical and Optical Equipment (London), Ltd., 99 St. Martins Lane, London, W.C.2, imports and distributes a range of Russian photographic and optical equipment, including the following three: The Cosmic 35, a new 35-mm. camera using standard twenty or thirty-six exposure cassettes and with 40-mm. f/4, three-element lens focusing from 3 ft. to infinity, shutter speeds of B, 1/15, 1/30, 1/60, 1/125, 1/250, self timer, light-value scale and frame counter; the Lubitel 2, a twin-reflex camera taking twelve $2\frac{1}{4}$ x $2\frac{1}{4}$ in. exposures on 120 film, and with 75-mm. f/4.5 lens, focusing from 3 ft. to infinity, shutter speeds of B, 1/15, 1/30, 1/60, 1/125, 1/250, self timer, eye-

level magnifier, sport finder and filter compartment; and the Quarz 8-mm. ciné camera which accommodates standard 25 ft. double-run film and has a 12.5-mm. f/1.9 fixed focus lens. The spring motor of the Quarz drives 7 ft. of film when fully wound, and a cut-out mechanism operates after 33 secs. A geared footage counter is marked in ft. and metres, and film speeds are eight, sixteen and thirty-two frames per sec. There is provision for continuous run, backwind and single-frame exposures, and accessories supplied with the camera are three close-up lenses; artificial-to-daylight conversion filter; ultra-violet filter; backwind key; lens brush, 8 in. cable release, detachable pistol grip and pigskin carrying case.



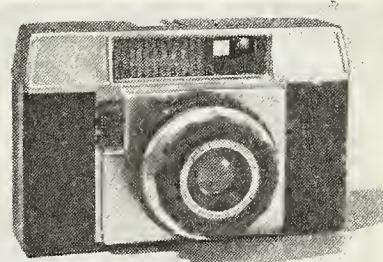
FROM RUSSIA: Left, Lubitel 2, a twin-lens reflex camera with five speeds taking twelve pictures on 120 film. Right, Quartz 8-mm. ciné camera with carrying and range of accessories, including pistol grip, filters, supplementary lenses, lens brush and carrying case. Marketed in Britain by Technical and Optical Equipment, Ltd., 99 St. Martin's Lane, London, W.C.2.

and the setting ASA 64 is clearly indicated on the film-speed scale. The simple dial-the-weather exposure guide mounted on the front of the camera remains an outstanding feature. The single-speed Dakon shutter is flash-synchronised, with contacts that take Brownie flashholders. The new camera is available from April 15.

West German Flash-gun.—The new and compact Ilfolite flash-gun has the advantage of accepting both A.G.1 and P.F.1 capless flash-bulbs. It is styled in moulded grey plastic with dimpled silver reflector hinged to fold down when not in use, thus protecting both reflector and flash-gun body. The reflector is approximately 2 x 2 in. and the gun is fitted with a $9\frac{1}{2}$ in. long coaxial lead, which coils inside the unit when not in use. The battery is inserted by removing a snap-on cover plate, and an exposure guide incorporated on the back is rated in both ASA and DIN scales. The unit is powered by a 15-volt hearing-aid battery of the capacity type. The overall dimensions when folded are 3 x $2\frac{1}{4}$ x $1\frac{1}{4}$ in.; open height is $5\frac{1}{2}$ in. The flash-gun is made in Western Germany, and marketed in Britain by Ilford, Ltd., Ilford, Essex.



Inexpensive Lightweight Camera.—New from Ilford, Ltd., Ilford, Essex, is the Sporti 6, lightweight camera, taking twelve exposures on 120 film. Styled in black and silver, the camera body is made mainly of plastics with leatherette covering. Two shutter speeds, 1/50 and 1/100 sec., are shown, with a flash symbol against the 1/50 mark. To ensure that the flash pictures are taken on the correct setting, the coaxial socket is masked by the shutter setting ring when the shutter is set on 1/100 sec. Apertures are f/8, f/11, f/16 and focusing is by a knurled ring on the lens mount with scales calibrated in ft. and metres (symbols are also shown for "head and shoulders," groups and landscapes). The shutter is operated by a finger fitting button on the right-hand side of the front panel. The back is detachable for



insertion of the film, which is advanced by a series of short strokes of a lever. After an exposure, the shutter button locks to prevent double exposure, and a red signal appears in the view-finder. The signal disappears when the lever wind is operated and the shutter button unlocked. Overall dimensions are 5 x $3\frac{1}{2}$ x 3 in.

Pharmacists' N.H.S. Remuneration

CORRESPONDENCE BETWEEN MINISTRY AND CONTRACTORS

ON March 2 Mr. Anthony Barber (Minister of Health) wrote to Mr. H. G. Moss, chairman, Central N.H.S. (Chemist Contractors Committee) "making it clear" that it had never been the Ministry's intention to suggest that the notional salary of working proprietors should not be included as an expense item.

"There is, however, no doubt that it is an item which cannot be directly ascertained from the collected data but has to be negotiated . . . It is in practice a part of the chemist's earnings, and it therefore seems appropriate for it to be considered along with profit. . . . I have been giving careful thought to the arguments you put to me. I accept without the slightest reservation that a figure for notional salary has to be determined (by negotiation) and that there can be no question —there never has been in our minds—of its being swallowed up in profit. I accept also that it would be desirable to reach agreement on this item quickly, and I should be glad if it could be dealt with before profit is considered. . . . I have considerable reservations about the methods which A.I.C. have adopted in the section of their report dealing with notional salaries; and I do not feel able to accept the salary scale there proposed. I also still consider, even after thinking over the arguments you advanced, that it is right for chemists' earnings to be looked at as a whole and for the notional items and the profit element to be dealt with together. In my view, this is in practice the procedure which is best calculated to enable the two sides to reach a satisfactory agreement on the points which still have to be settled. . . . I believe that an immediate meeting on notional salaries alone would not offer the best hopes of making early progress and that it would be worth deferring further discussion until we are in a position to consider profit as well as the notional items. I hope that we shall be in a position to do this soon: but I wonder if the best immediate steps might not be for you to submit a claim for whatever revision of fees you consider suitable? I assume that, in doing this, you would base your claim upon, *inter alia*, whatever you consider to be a suitable notional salary for the working proprietor. This as I see it would provide a proper basis for early negotiations which would include all outstanding issues.

Central N.H.S. Committee's Reply

A reply from the secretary of the Central N.H.S. Committee accepted the Minister's assurance that a figure for the notional salary for the proprietor pharmacist should be determined by negotiation and that there could be no question of that figure being swallowed up in profit. It went on

"On the understanding that a scale of notional salaries for working proprietors will be settled in the negotiations and will be accepted by the Department as a basis, together with managerial and staff labour costs, for keeping remuneration paid as professional fees under review in future (until such time as it is agreed that a further inquiry is needed to establish a fresh

datum line) the Central N.H.S. Committee agrees to adopt the Minister's suggestion and to formulate a claim for increased remuneration. The Committee claims:—

(a) that the managerial and staff salaries as shown by the A.I.C. report and agreed together with the notional salary costs of the working proprietor (see (d) below) and the appropriate profit margin should be allocated to the professional fees;

(b) that the overhead costs as shown by the report and agreed together with the appropriate profit margin should be allocated to on-cost;

(c) that the appropriate profit margin on (a) and (b) should be equivalent to 7½ per cent. on turnover;

(d) that the scale of notional salaries for working proprietors to be agreed as applicable to the calendar year 1962 and to be used as at (a) above should be Scale E [see p. 321];

(e) that the managerial and staff costs established in the inquiry together with the scale of notional salaries to be agreed should be used as a basis for keeping the professional fees remuneration under review;

(f) that the overhead costs established in the inquiry should be used as a basis for keeping on-cost under review.

On the above basis, and subject to minor amendments of the figures to reflect the agreements yet to be reached on the points of detail still outstanding, and to agreed adjustments to reflect the results of the ingredients costs inquiry (still to be settled) the Central N.H.S. Committee claims:—

(i) that a retrospective payment should be made to each chemist-contractor in respect of each prescription dispensed in the calendar year 1962 of 9.76d. per prescription. That figure represents the difference between the national average yield in 1962 of fee and on-cost (i.e.

17.23d. fee and 13.29d. on-cost) and the amount that would have been yielded by a scale of professional fees producing an average of 28.03d. and 12.25d. equivalent to an average 17.02 per cent. on-cost (calculated, as outlined in Part 1 of the Appendix, on the basis indicated above);

(ii) that a corresponding retrospective adjustment of 10.47d. per prescription should be made for each prescription dispensed in 1963. (The calculation, set out in Part 2 of the Appendix to this letter, is based on 1962 cost figures as adjusted by the index figures referred to in Part 3 of the Appendix);

(iii) that with effect from January 1, 1964, payments should be based on a scale of professional fees to be calculated to yield the 1963 average of 29.33d. per prescription and an on-cost equivalent to the 1963 average of 12.13d. per prescription (16.07 per cent.), the scale and the on-cost figure to be adjusted according to index numbers and figures for 1964 as and when they become available with retrospective effect to January 1, 1964.

The Committee also asks that arrangements should be made for a meeting between the Department and representatives of the Committee with a view to settling without delay the procedure for keeping remuneration under review during the next few years using the information obtained in the joint inquiry.

As the Department is aware, the Conference of Pharmaceutical Committee Representatives is to be held on April 1. The Committee asks that the Department's reply should be received in time for consideration by the Committee and report to the Conference. Bearing in mind the Easter holiday immediately before the Conference the Committee trusts that the reply will be available by Thursday, March 26.

INDICES FOR ADJUSTING EXPENSE ITEMS

Labour

Managerial and staff salaries
Proprietors' salaries

Average salary earnings: Table B1
Average salary earnings: Table B1

Property

Rent, rates, repairs and depreciation: property
Depreciation: fixtures and fittings

Retail prices subgroup: Table F2

Wholesale prices subgroup: All manufactured items: Table F5
Retail prices subgroup: Fuel and light: Table F2

Light and heat

Retail prices subgroup: Postage and telephone: Table F2

Local

Telephone
Motor

Retail prices subgroup: Motoring and cycling: Table F2

Locums and reliefs
Pharmaceutical Committee, Professional Subscriptions dead stock, sundry

Average salary earnings: Table B1
Retail prices: All items: Table F2

Head Office

Combined index $\frac{2}{3}$ Average salary earnings: Table B1.
 $\frac{1}{3}$ Retail prices: All items: Table F2.

Basis for combined index is ratios of labour costs to total head office charges which were:—

	Labour
Boots	67.1 per cent.
T.W.T.	89.7 per cent.
Others	60.7 per cent.

Assumed that labour/total head office charges = $66\frac{2}{3}$ per cent.

Table numbers refer to Ministry of Labour Statistics on Incomes, Prices, Employment and Production.

Representatives of the Committee will be pleased to meet the Department at short notice to discuss any aspects of the claim.

An appendix to the letter gave relative figures in pence per prescription as follows:—

	FEE AND ONCOST CALCULATION	
	1962	1963
Ingredients	71.964	75.498
Labour	22.171	23.124
Overheads	9.686	9.562
	31.857	32.686
	103.821	108.184
A	112.239	116.956
B	71.964	75.498
C	40.275	41.458

A = $\div 0.925$ (to give 7½ per cent. on turnover**)
 B = Less ingredients.
 C = Labour and overheads and profit.

1962

Professional fees: 22.171 \div 31.857 \times 40.275 = 28.03d. per prescription.

Oncost: 9.686 \div 31.857 \times 40.275 = 12.25d. per prescription (= 17.02 per cent.).

CLAIMED: Professional fees 28.03d.; oncost 12.25d.; total 40.28d.

LESS RECEIVED: Dispensing fee 17.23d.; oncost 13.29d.; total 30.52d.

BALANCE (per prescription) 9.76d.

**Turnover = profit + cost = 7½ \div 100 \times 7 + C = C \div (1 $-$ 7½ \div 100) = C \div 0.925.

1963

Professional Fees: 23.124 \div 32.686 \times 41.458 = 29.33d. per prescription.

Oncost: 9.562 \div 32.686 \times 41.458 = 12.13d. per prescription (= 16.07 per cent.).

CLAIMED: Professional fees 29.33d.; oncost 12.13d.; total 41.46d.

LESS RECEIVED: Dispensing fee 17.20d.; oncost 13.79; total 30.99d. (per prescription 10.47d.).

NOTIONAL SALARIES

Statement for Conference

A STATEMENT to be considered at the Conference of Pharmaceutical Committee representatives in London in April, deals with notional salaries for proprietor pharmacists. It says:—

For each pharmacist who owns his business, a salary figure must be applied in the cost analysis, which will reflect the value of the contribution which he makes in the day-to-day running of his business. The profit and loss accounts for the majority of such pharmacies in the sample, show no charge in respect of a proprietor salary; in the remaining cases a nominal sum only is included. A notional salary for proprietor pharmacists has therefore to be established and since a fair solution to this problem has proved so difficult on previous occasions, we have given the subject very careful consideration. Our first approach was to consider the use of a system of job evaluation, whereby the work done by the proprietor-pharmacist would be compared with that of other professions and trades. Then given information about the remuneration applicable in these other positions, a reasonable assessment of a notional salary for pharmacists could be made. We discarded this method on this occasion, primarily due to the difficulty of assembling adequate data in the time available. In the 1957 inquiry the notional salaries used for proprietors were as tabled at top of next column.

Pharmacy Turnover £ p.a.	Notional Salary £ p.a.
up to 5,000	900
5,001-7,500	960
7,501-10,000	1,080
over 10,000	1,200

We understand that this scale was based on the earnings of managers. Relevant information obtained from the current inquiry is set out in tabular form in the following table:—

Manager's Salary	SIZE GROUP					
	1	2	3	4	5	6
(i) Arith. mean, £ p.a.	1,311	1,306
(ii) Range	1,556	1,593
Turnover					1,732	2,374
(i) Arith. mean, £ p.a.	19,852	16,249
Managed	12,468	15,369
Proprietor-owned	18,853	22,426
(ii) Range	from £8,547 p.a. to £587,558	35,372
Managed	from £4,742 p.a. to £80,000	
Proprietor-owned		

In the course of discussions, the Ministry advanced the view that for the purpose of the Inquiry, proprietors' salaries should be equated to those of managers and that any addition due should be allowed as part of the profit margin

owned pharmacies and an equivalent basic manager's salary and head office increment were calculated. These were added together and averaged for each size group to give a scale (A) of notional salaries for proprietors as follows:—

Equivalent Manager H.O. Increment	SIZE GROUP					
	1	2	3	4	5	6
Equivalent Manager	1,318	1,312	1,377	1,434	1,482	1,609
H.O. Increment	664	656	747	847	950	1,318
Scale A. £s p.a.	1,982	1,968	2,124	2,281	2,432	2,927

of the business. We could not subscribe to this view, since there is no evidence that any of the managers perform all of the functions of a proprietor and none of them operate without some form of supervision or without assistance from a head office. This latter point is developed in the paragraphs to follow. Since the purpose of the Inquiry is to determine the costs as they arise under clearly defined cost-heads, we consider that a realistic assessment must be made of the value of the proprietors' contribution to the day-to-day running of the business and that this value should be brought into account as a direct labour charge and not confused with the quite separate and additional issue of allowable profit margin.

It did appear however, that managers' salaries would provide a useful starting point from which to tackle the problem since it would be illogical to use lower notional salaries for proprietors than were in fact received by managers. From this basic thought we developed our second approach to the problem and this involved examining the functions of a working proprietor relative to those of a manager. It is reasonable to assume that the service provided by a proprietor-owned pharmacy must, on average, be equivalent to that of a managed pharmacy. But in the case of a managed pharmacy some of the functions of management are provided by a head office and this led to the conclusion that the value of the contribution made by a proprietor could be equated to the value of a manager plus the head office services available to him.

An analysis of the data revealed that the managers' salaries and the head office charges, were both significantly related to the total turnover of the pharmacy so we were able to derive simple relationships for these two variables in terms of turnover. It has been suggested that such a relationship is bound to arise particularly

These salaries were applied in the first cost analysis and the results were published in our Memorandum dated 20th August, 1963.

Objections by the Ministry

This Memorandum was discussed at a meeting held on 19th September, 1963, with representatives of the Ministry and the Contractors' Committee. On the matter of the proposed scale of notional salaries, the Ministry expressed the view that the approach was unsound in that:

1. Some of the head office functions might in fact be carried out by staff, employed by a proprietor, of whom account had already been taken in the pharmacy labour cost. Similarly certain items of head office expense (for example, stationery) could have been charged in the individual pharmacy accounts.

2. Certain head office functions may not be applicable to a proprietor-owned pharmacy.

We agreed at this meeting to re-examine the data to see whether these conditions did obtain and, if so, to consider ways of eliminating the resultant "double accounting" effects.

We obtained a breakdown of the head office charges for each of the pharmacies and decided to take account only of the head office labour element, namely, directors' fees, and wages and salaries of the clerical staff. Care was taken to ensure that the directors' fees were in respect of the contribution made in the running of the company and excluded any share of distributable profits.

At the meeting held on 19th September, the Contractors' Committee expressed the view that in addition to establishing information regarding the labour element of the head office charges, consideration should also be given to the inclusion of the property costs of the head office building, on the grounds that these charges

were properly incurred in accommodating the head office staff. We did in fact obtain this information but it has not been brought into account since it is our belief that equivalent charges are already reflected in the individual accounts of the proprietors. We also eliminated any labour charges incurred in respect of the warehouse function since in the proprietor-owned pharmacies an equivalent charge would have been included in the cost of materials.

The above information was considered in conjunction with the existing information of pharmacy payroll and total turnover and it was found that a highly significant relationship existed between the turnover and the total of head office and pharmacy labour charges. This fact was used to determine for each proprietor-owned pharmacy, an equivalent total labour charge. The value of the proprietor's contribution was then calculated as the difference between the equivalent labour charge and the actual payroll of the proprietor-owned pharmacy. These values were aggregated for each size group and averaged to yield a scale (B) of notional salaries for proprietors.

It will be seen from this method that, not only have all those head office expenses been eliminated which might possibly be duplicated in the individual accounts of the proprietor-owned pharmacies, but also full account has been taken of the value of any "head office" work performed by a proprietor's staff.

The important feature of this scale is that it is based on a "total labour" concept and it is logical that the total labour required should rise proportionately to turnover, which is a reasonable measure of total activity. We believe therefore, that in addition to being statistically significant, the labour/turnover relationship is meaningful and can properly be used as an aid to the solution of the problem.

In using this method, size group 5 shows an apparently anomalous result (shown in brackets) but it can be shown from the data that this is due to the fact that in these pharmacies the volume of dispensing requires the employment of an additional qualified pharmacist. This has the effect of stepping up the payroll without a corresponding increase in total turnover. We have accordingly interpolated a value for Group 5 salary which is in line with the other five calculated salary levels.

Salaries for Deputies

We have so far described methods of determining scales of notional salary based upon a rational and logical interpretation of the available data. The Inquiry did, however, seek the views of the proprietors on the salary which would have to be paid to a person responsible for operating the pharmacy during a period of prolonged absence on the part of the proprietor. It is our opinion that this question has been mis-interpreted by many of the respondents, in that a large number of the replies quoted figures equal to the rates normally paid for locum tenentes, who run the business for the relatively short periods of normal holidays. However, we have analysed the figures and in Scale C below we give the arithmetic mean of the estimates in each size group. The lack of any logical progression through the size group prompted us to analyse the estimates by relating them to the pharmacy turnover although the original question was not

Scale B £ p.a.	...	...	...	...	...	1,276	1,330	1,449	1,681	SIZE GROUP	
										1	2
Scale C £ p.a.	...	...	...	...	...	1,650	1,295	1,351	1,530	1,434	1,734
Scale D £ p.a.	...	...	...	...	...	1,383	1,380	1,415	1,446	1,474	1,564
Scale E £ p.a.	...	...	...	...	...	1,500	1,500	1,650	1,800	2,000	2,700
Estimated number of proprietors	...	...	...	...	...	885	2,380	2,200	1,185	673	302
Median value of salary	...	...	...	...	...					£1,537	per annum

posed in these terms. This method of analysis does give a more logical Scale (D) but the data from which it is derived are not very reliable from a statistical viewpoint.

In the foregoing paragraphs we have described the various analyses which we have made of the data. The information derived from these analyses, has been used to guide our selection of the scale of notional salaries, Scale E, which we have applied in the cost data calculations.

In adopting this scale of notional salaries we have been influenced by the following considerations:—

1. A scale of rates, as opposed to a single figure, is required to point the differences in the work done by proprietors operating at different levels of activity. As a measure of this activity, we have used the total volume of turnover achieved in the individual pharmacies.
2. Scale "A" probably, but not necessarily, includes an element of "double accounting," in that some of the head office charges may be reflected in equivalent charges in the individual proprietors' accounts.

Reference	Median Earnings		% Increase		
	Year Ending	Earnings £'s	M.O.L. Index	Survey	Period
A	April 1963	1,937	28.3	33.2	Apr. '56-Apr. '60
			13.2	23.0	Apr. '60-Apr. '63
			45.2	64.0	Apr. '56-Apr. '63
B					
Age group 36-40	April 1962	1,970	38.5	41.0	Apr. '56-Apr. '62
C					
Associates aged 40	April 1963	1,925	45.1	31.8	Apr. '56-Apr. '63
D					
All Fellows	March 1960	2,350	20.2	20.5	Oct. '56-Mar. '60
Associates aged 40	March 1960	1,850	20.2	23.3	Oct. '56-Mar. '60
E					
Heads of departments	April 1963	3,034	Arith. mean		
Readers	April 1963	2,564	" "	Comparable figures	
Principal lecturers	April 1963	2,355	" "	are not	
Senior lecturers	April 1963	1,995	" "	available	
Lecturers	April 1963	1,746	" "		

The foregoing information has been extracted from the following surveys, to which reference should be made for full details. REFERENCES: A=Engineers' Guild (Professional Engineers' Incomes, 1962/63); B=Royal Institute of Chemistry (Remuneration Survey, 1962); C=Institute of Metallurgists (Remuneration Survey, 1963); D=Institute of Physics (Salary Survey, 1960); E=Ministry of Education (Salary Survey, 1963, C.A.T. Teaching Staff).

INCOME AND EXPENDITURE WEIGHTED AVERAGES FOR ALL GROUPS (a)

	ANNUAL EXPENSES	N.H.S. INCOME AND EXPENSES	
	Total for Pharmacy £'s	N.H.S. Allocation % of Total	Pence per Prescription % of Income
INCOME	—	—	98.72 100 %
EXPENSES	—	—	
Materials	—	—	67.19 68.1
Containers	—	—	1.61 1.6
TOTAL COST SALES	—	—	68.80 69.7
Manager and Staff salaries	2,584	32.0	12.26 12.4
Proprietor salaries (b)	957	61.5	8.74 8.9
TOTAL SALARIES	3,541	39.9	21.0 21.3
Rent, actual, 197; notional, 214	411	24.8	1.56 1.58
Rates	186	25.1	0.72 0.73
Repairs	119	25.6	0.47 0.47
Depreciation of property, fixtures and fittings	2	44.1	0.01 0.01
Light and heat	137	15.9	0.34 0.34
TOTAL PROPERTY	982	23.9	3.61 3.65
Pharmaceutical Committee	3	100.0	0.05 0.05
Professional Subscriptions	12	66.7	0.12 0.12
Dead stock (c)	66	100.0	1.02 1.03
Telephones	42	55.2	0.36 0.37
Motor expenses	116	34.6	0.62 0.63
Locums	89	76.0	1.04 1.05
Reliefs	44	13.5	0.09 0.09
Sundry	412	25.5	1.61 1.63
TOTAL LOCAL	784	38.9	4.91 4.97
HEAD OFFICE	388	13.5	0.90 0.91
TOTALS	5,695	34.6	99.22 —

NET RESULT 0.50 Loss

(a) The income and expense figures are based on the Report of the Industrial Consultants but are adjusted to relate to OCTOBER 1961, the mid-point of the accounting years covered by the Inquiry.

(b) This figure is an average figure calculated by applying the notional salary scale (Scale E) to the 120 pharmacies in the sample which were run by proprietor pharmacists, and dividing the total obtained by 209, the total number of pharmacies in the sample.

(c) N.H.S. only.

3. Scale "B" may undervalue the contribution of the head office function and hence of the proprietors' value.

4. There is reason to believe that the proprietors' estimates (Scales C and D) are biased due to a misinterpretation of the question asked.

5. Although a full-scale process of job evaluation was rejected as a method of determining these salaries, it is not inappropriate to compare the median level of earnings which the above scale would yield, with the current levels of earnings received in other professions. For this purpose we have made use of the results originally published in the Report of the Royal Commission on Doctors' and Dentists' Remuneration, 1957-60. It has been necessary to apply correction factors to the figures extracted from the Report, since, apart from the engineers, the professions concerned have not, to our knowledge, made any further surveys to bring the information up to date. We have used the index published by the Ministry of Labour which measures the movement in the level of earnings of salaried employees to update the figures. The results must be viewed with caution and they are only included to give an approximate guide to the current position.

Median Net Earnings £s p.a.

1956 1963

Ministry of Labour Index	104	151 (45.2% inc.)
Consultants	3,130	4,550
Hospital doctors	2,700	3,920
General practitioners	2,160	3,140
General medical service	2,100	3,050
Senior hospital M.O.'s	1,850	2,690
Dentists	2,190	3,180
Dental service	2,150	3,120
Actuaries	2,020	2,930
Solicitors (England and Wales)	1,850	2,690

Barristers	1,620	2,350
University teachers	1,510	2,190
Accountants	1,490	2,160
Surveyors	1,360	1,975
Engineers	1,210	1,755
Architects	1,080	1,570
<i>Notional salary Scale E</i>		1,537

The Engineers' Guild which provided information to the Royal Commission has carried out a survey of earnings of professional engineers for the year ended April 1963 and four other recent surveys have also been made. It will be seen from the information given below, that the increase in earnings disclosed by these surveys is reasonably in line with the Ministry of Labour index.

Labour Cost Calculations

In applying the notional salaries, we have converted the annual figures to an hourly rate, by allowing for fifty-two weeks per annum and forty-nine gross hours per week. By processing the data for each pharmacy in the manner described in this section of the report, we have obtained for each pharmacy the total labour cost of N.H.S. dispensing. The totals have been aggregated for each size group, together with the number of N.H.S. prescriptions dispensed, and from that we have calculated for each group the average labour cost per prescription. In Section 5 of this report we give the labour cost per pharmacy and the labour cost per prescription, together with the proportions which these costs bear to the total income and expenses.

flation, any further increase in remuneration is simply a higher payment for doing the same job. I am not supporting this point of view, because I think it is irrelevant. It does, however, weaken the argument that the general practitioner in pharmacy should automatically, as of right, receive at least as large a share of the national income as he did fifteen years ago.

DISPENSING COSTS EXPRESSED AS A PERCENTAGE OF NATIONAL INCOME, 1949-62

Year	Total of on-cost and dispensing fees £ millions	Percentage of national income
1948 (July-Dec.)	5.7	
1949	14.6	0.00144
1950	15.8	0.00148
1951	17.8	0.00151
1952	17.6	0.00137
1953	17.9	0.00132
1954	18.0	0.00125
1955	20.0	0.00130
1956	22.3	0.00133
1957	22.1	0.00125
1958	22.8	0.00124
1959	24.8	0.00129
1960	26.2	0.00128
1961	26.2	0.00120
1962	24.9	0.00110

At a symposium on the subject of general medical practice which the Office of Health Economics organised in Oxford in 1963, the Permanent Secretary at the Ministry of Health stated that the cardinal justification for providing additional money for the general medical services should be that it would secure improvements in the services. I am sure that much the same principle would apply to the pharmaceutical services. Since there is no complaint about the way in which the existing service is being conducted, such improvements can only result

ECONOMIC FUTURE OF THE PHARMACIST

(Concluded from THE CHEMIST AND DRUGGIST, March 21, p. 291)

THE public is estimated to spend about £60 millions a year on pharmaceutical and paramedical supplies, apart from prescription goods. Probably less than two-thirds of that amount goes on antacids, analgesics, cough mixtures, laxatives, ointments and other preparations that could, in the narrow, be defined as medicines. The remainder covers everything ranging from tonic wine to slimming foods. About half those sales are through pharmacies, the remainder through other outlets. If all medicines were sold by pharmacists, and if no sales were lost by restricting distribution, the increased turnover through pharmacies would be of the order of £20 millions a year. Present sales are about £300 millions, so restricting distribution to pharmacies would increase their turnover by less than 10 per cent. The additional sales of about £2,000 per pharmacy, though welcome, could not substantially alter the pharmacist's economic status.

As the fourth possible approach to the problem I come back to the simple

NUMBER OF REGISTERED PHARMACIES 1937-62

1937	15,175	1950	14,920
1938	15,337	1951	15,045
1939	15,381	1952	15,150
1940	15,310	1953	15,249
1941	14,924	1954	15,313
1942	14,443	1955	15,302
1943	13,997	1956	15,273
1944	13,631	1957	15,192
1945	13,649	1958	15,067
1946	14,061	1959	14,953
1947	14,405	1960	14,860
1948	14,654	1961	14,750
1949	14,848	1962	14,620

AVERAGE ONCOST AND DISPENSING FEES AT ACTUAL AND CONSTANT (1949) PRICES, ENGLAND AND WALES 1949-62

1948	Average oncost and Disp. Fees d.	Col. 1 at 1949 prices 1949 = 100
(July-Dec.)	16.45	
1949	17.34	17.34
1950	17.47	16.91
1951	18.79	16.55
1952	19.50	15.90
1953	19.53	15.33
1954	19.76	15.34
1955	21.18	15.71
1956	23.35	16.47
1957	25.54	17.35
1958	26.89	17.76
1959	27.79	18.23
1960	28.78	18.70
1961	30.71	19.29
1962	30.50	18.38
1963	30.79	
(Jan.-Aug.)		

proposal that the general practitioner in pharmacy should receive more generous remuneration for the job he is doing. However discouraging the situation may appear, the Ministry of Health could argue — as they may have done for all I know — that there is no reason why the pharmacist should benefit financially simply because he now dispenses more expensive preparations than fifteen years ago. Once fair provision has been made for financing the increased capital that he had to provide and the increased losses which he must expect from wasted "broken bulk," and if due allowance is made for in-

TOTAL GROSS TRADING PROFIT ACCORDING TO NUMBERS OF PRESCRIPTIONS DISPENSED

Number of prescriptions dispensed per annum	"Gross profit" (oncost plus fee) £
6,000	899
8,400	1,222
10,800	1,500
13,200	1,768
15,600	2,035
18,000	2,298
20,400	2,566
22,800	2,832
25,200	3,099
27,600	3,359
30,000	3,632
32,400	3,893
34,800	4,159
37,200	4,423
39,600	4,690
42,000	4,954
44,400	5,223
46,800	5,491
49,200	5,757
51,600	6,022
54,000	6,285
56,400	6,556
60,000	6,955
73,200	8,417
86,400	9,880
99,600	11,342
110,400	12,539

from extending its scope. First, as has been said, there is scope for the pharmacist to play a larger rôle in advising local doctors. That already happens in many situations, especially over newer pharmaceutical preparations. In other instances, however, there is either indifference or resentment. It is perhaps a little much to expect every pharmacist to be a walking pharmacopœia, but at least a well organised card-index system and a good relationship with the manufacturers should make him an invaluable consultant to the local doctors.

ESTIMATED POPULATION PER PHARMACY

Belgium	...	...	...	2,000
Ireland	...	...	...	2,300
France	...	...	...	3,000
United States	...	...	...	3,500
United Kingdom	...	...	...	3,600
Italy	...	...	...	5,000
Luxembourg	...	...	...	5,000
Switzerland	...	...	...	5,000
Germany	...	...	...	6,000
Finland	...	...	...	8,000
Austria	...	...	...	9,000
Norway	...	...	...	12,000
Holland	...	...	...	13,000
Sweden	...	...	...	14,000

Rôle as Adviser

Secondly I would like to see the general practitioner in pharmacy resuming his central rôle as an adviser on health matters to the general public. Within the health service general practitioners and pharmacists are in no sense in competition with each other except in the comparatively rare cases where doctors do their own dispensing. I am sure many members of the medical profession would be delighted if some of the minor ailments which they see in their surgery were dealt with, instead, in the pharmacy. Provided that the pharmacist invariably refers any persistent and potentially serious disorder to the doctor, the patient should benefit by being able to get rapid advice from the pharmacist instead of having to wait in the doctor's surgery. It necessitates confidence between pharmacist, doctor and patient. Those who make unnecessary demands on their doctor could be educated to consult their pharmacist over trivial ailments. Those who at present consult their friends and relations instead of their doctor would soon find that they got better advice from the pharmacist. I am sure that, by freeing the doctor's time, and by providing more readily available advice to the general public, pharmacists could contribute substantially to improving the health of the nation, and justify without argument an adequate professional remuneration.

The four approaches are interrelated. Ideally the pharmacist should be able to abandon the idea of keeping a general store, unless he can delegate his non-pharmaceutical departments to unqualified staff. His increased professional status, the more comprehensive service he would offer, the correspondingly higher costs, and the diminished profit from non-pharmaceutical sales, would probably reduce the number of pharmacies. The general public would buy more of their medicine from the pharmacy once they had come to expect the pharmacist to recommend a better preparation than the one they had been accustomed to using or had seen advertised. As the status of the pharmacist improved and his rôle broadened he would automatically justify a higher remuneration within the Health Service. On that broad pattern I would like to see the future economic development of the general practitioner in pharmacy.

Already the education of the pharmacist is being orientated more towards that rôle. Other changes may be necessary. There is a tendency for more medicines to be classified as Schedule IV poisons instead of being Schedule I. As correspondents have pointed out in the journals recently, that trend restricts the scope of the pharmacist. I would like to see the pharmacist given, and accept, greater responsibility over the more potent medicines. I see no reason why some mechanism should not be worked out whereby a perfectly routine repeat prescription for a patient who does not need a regular medical check-up should not be issued by a pharmacist under the National Health Service. It would mean close co-operation between doctors and pharmacists but could remove an unnecessary chore from the general practitioner and would be considerably more convenient for the patient.

Hospital Pharmacy

Whilst general practitioners in pharmacy have had change forced upon them, hospital pharmacists have resisted the changes inherent in the pharmaceutical revolution. Whereas the work in a retail pharmacy has, in the past thirty years, completely changed, the work carried out in the pharmaceutical departments of many hospitals has changed much less. Many hospital pharmacists pride themselves on the amount of local manufacture undertaken. On the grounds that ingredients purchased by the pharmacy for local manufacture often cost disproportionately less than branded preparations, medical staff may be encouraged to prescribe "standard" preparations in order to support that

"local industry." There are always special preparations needed at short notice, and in the large hospitals supplies for clinical trials can often appropriately be manufactured in the pharmacy. It may be economical to keep staff and machines occupied in between "special orders" by employing them to produce other simple formulations. But two arguments that have been advanced in support of local manufacture justify closer examination. The first is that it provides a training for apprentices, but it is difficult to see that experience on a single-punch tablet machine, or in preparing small or medium-sized batches of galenicals, will be of much value to an apprentice pharmacist once he has left hospital. Secondly it is often argued that local manufacture reduces total pharmaceutical costs. It is difficult to test the theory, but certainly on a realistic production costing small batches tend to be disproportionately expensive. Based on the cost of labour for warehousing, dispensing, granulation, setting up the tablet machines, tablet compression and assay and control procedures, the cost per 1,000 for 1,000 tablets is 55.3d.; for 20,000 3s.; for 500,000 threepence. The variation is not surprising when it is remembered that not only the time spent weighing and granulating the ingredients, but also the costs of quality control are, within a wide range, independent of batch size.

LABOUR COSTS PER 1,000 TABLETS ACCORDING TO BATCH SIZE

Batch Size	Cost per 1,000
1,000	55.3
5,000	11.3
10,000	5.10
20,000	3/-
50,000	1.3
100,000	9d.
500,000	3d.

In hospitals or hospital groups with about 1,000 beds, it appears possible to produce intravenous fluids more cheaply than to buy them. However, production is under the close personal supervision of a pharmacist, who can rely on occasional pyrogen tests to confirm that his methods are satisfactory. That close supervision may involve hidden costs that do not appear in the accounts. In general, valuable time and space could be released if hospital pharmacies relied on purchases from manufacturers who enjoy the economies of large-scale production. In addition many large manufacturers, especially of branded medicines, have the opportunity and facilities to carry out more comprehensive quality control testing than is practicable with small scale production in hospitals.

Similar Problems

In other ways hospital pharmacists face similar financial problems to their colleagues in general practice. Salaries have risen in real terms since 1949, and the rise has been substantial in the chief V rate. However, over the past fifteen years hospital salaries have increased less rapidly than the national

TABLET PRODUCTION COSTS

Batch size	Warehousing	Dispensary	Granulation (incl. cleaning)	Setting-up	Compression	Assay & Control Procedure	Total	Cost/ 1,000
(Rate: 5/-)	(Rate: 7/6)	(Rate: 6/-)	(Rate: 6/-)	(Rate: 6/-)	(Rate: 6/-)	(Rate: 10/-)		
1,000	0.2* = 1/-	0.3 = 2/3	2.5 = 15/-	1.0 = 6/-	0.16 = 1/-	3.0 = 30/-	55.3	55.3
5,000	0.2 = 1/-	0.3 = 2/3	2.5 = 15/-	1.0 = 6/-	0.3 = 2/-	3.0 = 30/-	56.3	11.3
10,000	0.2 = 1/-	0.5 = 3/9	2.5 = 15/-	1.0 = 6/-	0.5 = 3/-	3.0 = 30/-	58.9	5.10
20,000	0.25 = 1/3	0.5 = 3/9	2.5 = 15/-	1.0 = 6/-	0.75 = 4/6	3.0 = 30/-	60.6	3/-
50,000	0.3 = 1/6	0.5 = 3/9	2.5 = 15/-	1.0 = 6/-	1.0 = 6/-	3.0 = 30/-	62.3	1.3
100,000	0.5 = 2/6	0.5 = 3/9	2.5 = 15/-	1.0 = 6/-	2.0 = 12/-	3.0 = 30/-	69.3	9d.
500,000	0.5 = 2/6	0.75 = 5/6	6.0 = 36/-	1.0 = 6/-	5.0 = 30/-	3.0 = 30/-	110.0	3d.

* Decimal hours

PHARMACIST SALARY SCALE EACH AT ACTUAL AND CONSTANT (1949) VALUES, ENGLAND AND WALES 1949-62															
	1949	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963*
BASIC															
Actual	525	525	525	575	575	575	725	725	785	875	815	920	920	970	970
"1949"	525	507	463	470	452	440	538	511	534	517	534	597	577	585	
SENIOR															
Actual	575	575	575	625	625	625	775	775	830	830	865	1,010	1,010	1,060	1,060
"1949"	575	557	506	510	490	486	576	547	563	547	567	656	634	639	
CHIEF V															
Actual	825	825	825	935	935	935	1,200	1,200	1,285	1,285	1,335	1,560	1,560	1,640	1,640
"1949"	825	797	727	763	734	726	891	847	871	847	876	1,016	978	1,000	

*Corresponding figures for 1964 are: Basic, 1,019; Senior, 1,113; CHIEF V, 1,722.

income as a whole, and hospital pharmacists are therefore getting a rather smaller "share of the national income cake" than in 1948. To a great extent the present dissatisfaction indicates the inadequacy of salaries paid to hospital pharmacists before 1948, and it is unfair simply to blame the National Health Service for the current position. Nevertheless, I have already expressed my opinion that an established and capable pharmacist should be able to earn £1,500 a year, and the fact remains that only a small proportion of men or women in the hospital service can today expect to attain that salary level, a fact that is reflected in the difficulty of persuading men to enter hospital pharmacy as a career.

The solutions to the problem may be similar to those suggested for general practice. Undoubtedly some first-class hospital pharmacies provide an efficient and economical service for their hospitals. In others the pharmacist appears to be little more than a professional storekeeper, or perhaps an inefficient manufacturer. Sometimes his attitude may even have become that of a storekeeper, concentrating on trying to cut down on the amount and value of the stores which he issues. If a pharmacist's chief concern is to see that everything he supplies is the cheapest rather than the best, it is perhaps not surprising if others adopt that attitude. The logic behind the argument that one needs the most highly paid pharmacist to dispense the cheapest medicines may not always be apparent.

American Studies

I believe that hospital pharmacists should be professional advisers on pharmaceutical affairs and should adopt methods and attitudes appropriate to the second half of the twentieth century. American studies have indicated that the distribution of pharmaceutical supplies in some hospitals costs as much as the medicines themselves. The problem has been tackled by automation, and by the prepacking of individual patients' dose forms, which are claimed to save dispensing time and costs and to cut down the risk of errors in the wards. Local manufacture should be regarded as an emergency service rather than a professional ritual. On those lines the pharmacist should be able to dispense for more patients and so justify a higher salary. Both factors would help to reduce the shortage of hospital pharmacists.

The pharmacist would have to collaborate closely with the medical staff and with the pharmaceutical industry. He should visit manufacturers, under-

stand their products, and ask searching questions about research programmes, pricing policies and clinical and toxicological evaluation. He could then really advise his medical colleagues.

Radical Re-evaluation the Need

I have avoided everyday economic problems facing the pharmacist mainly because I do not believe that a solution can be found merely by patching over present difficulties. The need is for a radical re-evaluation of the place of scientific pharmacy in an era that belongs so much to the scientists. The economic future of the pharmacist depends mainly on his attitude. As a united profession pharmacy can look forward to the recognition, status and economic rewards which its contribution to human health and happiness.



U.S. AWARD FOR BRITISH COMPANY: Leon Goodman Displays, Ltd., 11 Cork Street, London, W.1, recently won a special merit award in the annual merchandising awards contest of the Point-of-Purchase Advertising Institute of America for the display illustrated, which was produced for the Tweed perfume of Lentheric, Ltd., 17 Old Bond Street, London, W.1. It is the first to a British display company.

MANUFACTURERS' ACTIVITIES

Leipzig Fair Orders. — Orders for automatic analysis equipment to the value of £66,000 have been obtained at the recent Leipzig Fair by Hilger & Watts, Ltd., Camden Road, London, N.W.1. The figure is an improvement on the results of the previous exhibition thus expanding the East German market contrary to the experience of most exhibitors.

Belgian Holiday from Soap Contest. — Winner of a Dial soap contest organised by the Newcastle *Sunday Sun* in conjunction with the North-east area launch of the product was Mr. J. Elliott, Lawton Street, Sunderland. Mr. Elliott's prize is a week's holiday for two by air from Newcastle. Entrants were asked to place in order of importance the advantages of the ideal soap. Dial is distributed by Food Brokers, Ltd., Crown House, Morden, Surrey.

To Introduce Dietetic Products. — A new team of medical representatives, formed by Nestlé Co., Ltd., Hayes, Middlesex, is now in the field. The representatives recently attended a dietetic products course at the group's training centre near Maidenhead, Berks. The representatives will be calling on hospitals, child welfare clinics, medical officers of health, general practitioners, midwives and wholesale chemists offering the company's range of dietetic products (Arobon, Nestargel, Eledon, Lactogen, as well as Ideal milk, full cream sweetened, Decaf and Milo).

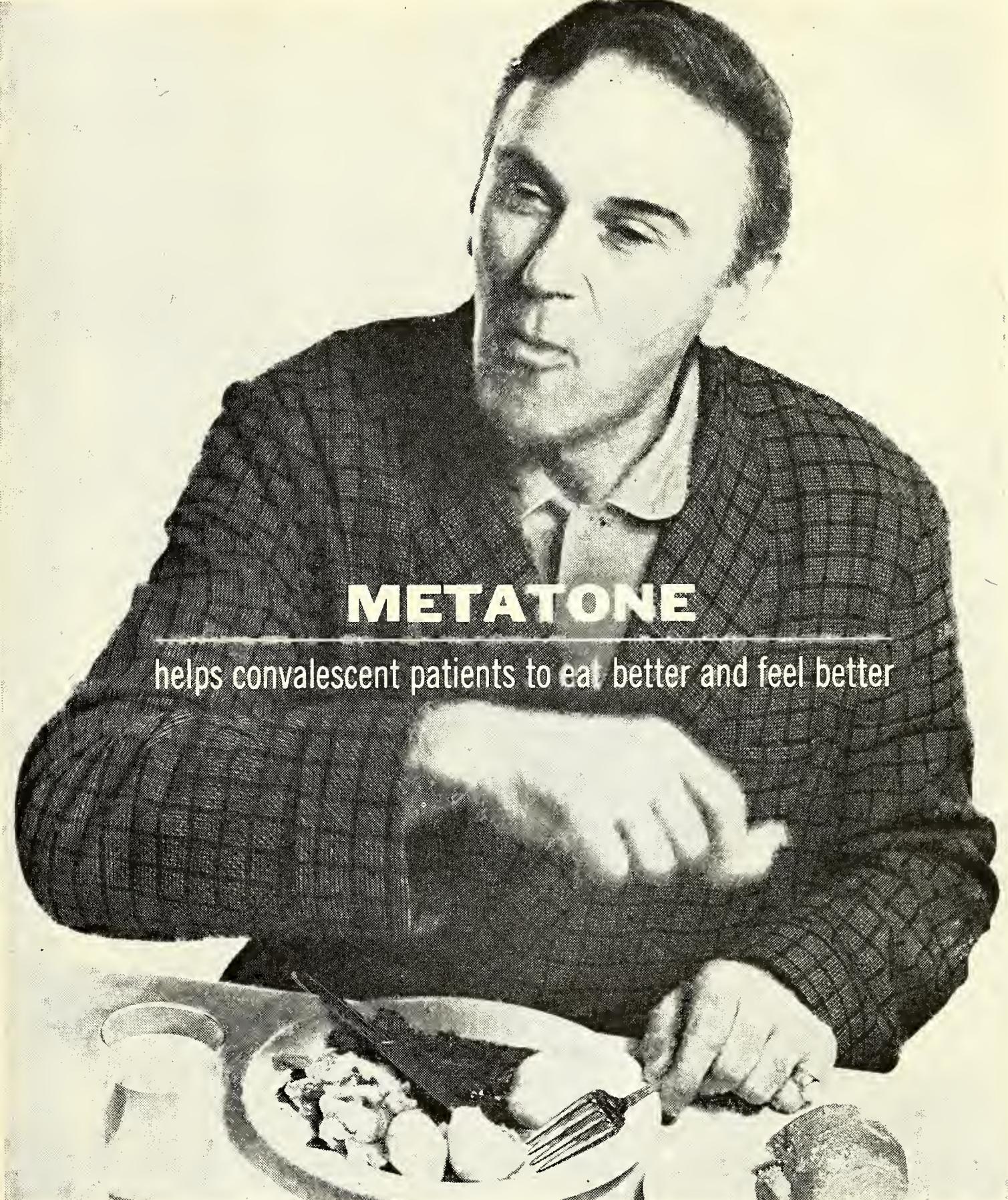
Overseas Visitors. — As part of a three-day visit to Britain, Messrs. Pavlov (first assistant to the Jugo-Slav Minister of Health) and Arambasic (general manager of a pharmaceutical factory in Belgrade) spent a day recently touring the plant of Pfizer, Ltd.,

Sandwich, Kent. They were accompanied by Messrs. Jankovic and Katic (the company's agents in Jugoslavia). The party visited the unit in which oral polio vaccine is produced. After lunch in the canteen they were shown the antibiotics plant.

French Team Studies Works Planning. — A delegation of twenty-one representatives from the [French] Association for the Advancement of Productivity visited Chapeltown, nr. Sheffield, recently to see the Izal factory. They were able to see the effects of pre-planning and special-purpose designing at a plant handling over 3½ million cartons a year and how closed-circuit television is used to enable girl workers to see and control the movement of cartons along conveyors. The visitors also visited the £½-million chemical works of Izal, Ltd.



HOLIDAY PRIZE CHEQUE: Mr. C. E. Willis, F.P.S., receives from the district manager of Beecham Proprietary Medicines, Ltd., a £200 cheque as prize in a recent Paris holiday competition connected with the Beecham display pack. Also in picture is Mr. A. Woods, M.P.S., manager of the pharmacy, who shares the prize.



METATONE

helps convalescent patients to eat better and feel better

After influenza and other debilitating illnesses, METATONE* stimulates the appetite, brings about a sense of well-being and speeds the return to normal activity.

METATONE is pleasantly flavoured and combines the appetite-promoting substances vitamin B₁ and strychnine with mineral glycerophosphates. Supplied in bottles of 8, 16 and 80 fl. oz.

*Trade Mark

PARKE-DAVIS

PARKE, DAVIS AND COMPANY, HOUNSLOW, MIDDLESEX. TELEPHONE HOUNSLOW 2361



**A REVOLUTION IN
SUNGGLASS DISPLAYS**
**FREE! with the new
BARNET INTERNATIONAL
RANGE**

The superb sales appeal of the many BARNET INTERNATIONAL sunglass styles is given an added boost by this two-tier, contra-rotating display! Revolve one half by this one way and the other half automatically revolves in the opposite direction! And this irresistible sales-soaring display comes to you FREE! So stock up now with BARNET INTERNATIONAL—the choice of styles will make an immediate impact over the widest range of your market.

This Deal—specify 'No. 2' Deal—consists of 12 dozen sunglasses assorted over 10 styles, ranging in price from 3/6 to 12/6. It costs you, the retailer, £32.16.0. A single tier stand—'No. 1' Deal—is also available FREE. It comes with a selection of six (six dozen glasses in all) of the most attractive lower-priced sunglasses from the new INTERNATIONAL range. They retail from 3/6 to 6/6. The cost to you, the retailer, is £12.4.0.

**THE SWING IS TO
BARNET—ORDER NOW**
WHOLESALE ONLY

E. R. HOLLOWAY SALES LTD,
Bessemer Road, Welwyn Garden City, Herts.
Tel.: Wel. Gar. 21111.

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, MARCH 24: Business in most markets during the days leading up to the Easter holidays was at a low level in line with the usual pattern.

Among CRUDE DRUGS, Cape ALOES were firmer in the forward position but the activities of resellers prevented the price rising above the former level. Lower offers of CASCARA from origin caused spot holders to shade their prices by 5s. a cwt. GINGER remains a firm market with Jamaican advancing 10s. per cwt. for shipment. Both Chinese and Brazilian MENTHOL were lower on the spot. SARSAPARILLA was again quoted for shipment after an absence of several weeks. Para and Trinidad TONQUIN BEANS were reduced by threepence and sixpence per lb. respectively on the spot.

LEMONGRASS was a feature of the ESSENTIAL OIL market, shipment offers being available at 8s. 9d. per lb., against the floor price of 10s. 1½d. It is understood that the floor price is still in operation and that the reason for the cheaper prices now quoted are the result of a barter deal. Chinese ANISE and Brazilian PEPPERMINT were down threepence per lb. in both positions; BOIS DE ROSE down sixpence for shipment. Ceylon CITRONELLA although unchanged for shipment was marked up threepence per lb. on the spot. On the other hand Formosan and Chinese oils were down fourpence-halfpenny per lb.

No changes in PHARMACEUTICAL CHEMICALS were recorded during the week.

Pharmaceutical Chemicals

p-AMINOSALICYLIC ACID. — SODIUM, 17s. 6d. per kilo for 1,000-kilo lots.

BENZOIC ACID.—One cwt., 2s. 10d. per lb.; and SODIUM SALT, 2s. 8d. per lb.

CHLOROCRESOL.—Pharmaceutical quality. 7s. 7d. per lb. (1-cwt. lots).

CHLOROPHYLL.—Water-soluble, 100 per cent. (medicinal grade), 280s. per lb.; oil soluble, 25s. per lb.

CHLOROXYLENOL. — B.P., 5s. 8d. per lb. for 1-cwt. lots; 5s. 3d. per lb. for 1-ton lots.

CORTISONE. — One-kilo lots, ACETATE, 4s. 6d.; HYDROCORTISONE ACETATE or ALCOHOL, 4s. 9d. per gm.

CRESOL.—B.P. quality, 7s. 9d. per gall. in 5-gall. lots.

CREOSOTE.—B.P. quality. ex beechwood, from 6s. 9d. to 7s. 6d. per lb.

GALLIC ACID.—B.P., 10s. 6d. per lb. for 2-cwt. lots. Technical grade, 9s. 9d.

IODINE.—Resublimed in less than 50-kilo lots, 30s. 6d. per kilo; 50 kilos and over, 29s. 9d. Minimum delivered rate for CRUDE is 18s. 7d. per kilo.

IDOFORM.—Powder (per kilo), 55s. 3d. in 50-kilo lots; less than 50-kilos, 56s. 9d. Crystals are 6s. 6d. per kilo more.

METHYL TESTOSTERONE.—Per kilo, £95.

NEOMYCIN.—SULPHATE, B.P., 740s. per kilo; 5-kilos, 700s. per kilo.

OESTRADIOL. — MONOBENZOATE, 14s. 6d. per gm.

PENICILLIN. — SODIUM, POTASSIUM, or PROCAINE, 6d. per mega unit.

PREDNISOLONE.—ALCOHOL, 8s. per gm.; ACETATE, 9s. per gm. for 250-gm. lots.

PREDNISONE. — One-kilo lots, ALCOHOL and ACETATE, 7s. 6d. per gm.

PROGESTERONE.—Price is 1s. 3d. per gm. for 1-kilo lots.

QUINIDINE.—For 15 kilo or 500 oz. or more:

Home Trade	Per kilo	Per 100 oz.
QUINIDINE	s. d.	s. d.
SULPHATE ...	199 1	564 6
ALKALOID cryst.	260 8	739 1

Prices include tins and cases and free delivery U.K.

QUININE. — 1,000-oz. lots:—ALKALOID, 4s. 3d. per oz.; SULPHATE, B.P., 1932, 2s. 5d.; SULPHATE, B.P., 1958, 2s. 11d.; BISULPHITE, 2s. 10d.; DIHYDROCHLORIDE, 4s. 5d.; HYDROCHLORIDE, 3s. 9d.; HYDROBROMIDE, 4s.

STREPTOMYCIN.—BASE or SULPHATE, 9d. per gm. Same prices for DIHYDRO.

SALICYLIC ACID.—One-cwt., 3s. 4½d. per lb.; 5-cwt., 3s. 2d. per lb.

Crude Drugs

ALOES. — Primes, 250s. per cwt. spot. Extra primes 245s., c.i.f. for shipment. Curaçao, spot, 290s.

CASCARA. — Spot, 245s. per lb.; shipment, 232s. 6d., c.i.f.

GINGER.—(Per cwt.) African, spot, 260s. per cwt.; new crop offers withdrawn but 255s. asked by resellers. Jamaican No. 3 spot, 775s.; new crop, March-May 665s., c.i.f. Cochin, new crop for March-April shipment offered at 305s., c.i.f.

MENTHOL.—Chinese: spot, 27s. 9d. per lb., duty paid; March shipment, 26s. 6d., c.i.f. Brazilian, 20s. 6d. to 21s., in bond and shipment, 20s. 6d. to 21s., c.i.f., as to grade.

NUTMEGS. — West Indian spot, 80's. 9s. 3d. per lb. nominal; defectives, 6s. 9d. East Indian for shipment: 80's 8s. 2d. per lb.; 110's, 7s. 11d.; b.w.p., 5s. 4d., all c.i.f.

PEPPER.—White Sarawak spot, 3s. 2d. to 3s. 4d. per lb.; shipment easier at 3s. 2d., c.i.f. Black Sarawak spot, 2s. 7d.; shipment, 2s. 5½d., c.i.f. Black Malabar, 336s. per cwt. spot nominal; shipment, 287s. 6d., c.i.f.

QUASSIA.—Spot, 57s. 6d. per cwt.

SARSAPARILLA. — Jamaican native red spot, 3s. per lb., shipment, 2s. 8d., c.i.f.

SASSAFRAS. — Brazilian is from 2s. 6d. per lb., duty paid.

SEEDS. — (Per cwt.) ANISE.—Spanish, 235s., duty paid. CARAWAY. — Dutch, 165s., duty paid. CELERY. — Indian, 142s. 6d. spot; shipment, current crop, 137s. 6d., c.i.f.; new crop for June-July shipment, 135s., c.i.f. CORIANDER. — Moroccan, 57s. 6d., duty paid; shipment, 46s., c.i.f. with business reported. CUMIN.—Iranian, 220s., Moroccan, 210s., both duty paid; shipment, Moroccan, 185s., c.i.f. DILL.—Indian, 90s. spot; shipment, 85s., c.i.f. FENNEL.—Indian, 135s. spot; shipment quoted at 140s., c.i.f. FENUGREEK.—Moroccan, 48s. 6d., duty paid; shipment, 37s. 6d., c.i.f. quoted. MUSTARD.—English, 45s. to 72s. 6d. according to quality.

SENEGA.—Spot washed 21s. 6d. per lb.; f.a.q. (now landing) offered at 20s. 6d.

SENNA. — (Per lb.) *Tinnevelly* LEAVES, spot: Prime No. 1, 2s. 3d.; prime No. 2, 1s. 9d.; No. 3, f.a.q. in short supply at 1s. 4d. PODS: hand-picked: *Tinnevelly*, 3s. 1½d. ex wharf. *Alexandria* pods: Scarce with only odd lots of hand-picked at prices according to grade and manufacturing at 2s. 9d.

SHELLAC. — F.O.T.N., 185s. per cwt. No. 1, 192s. 6d.; F.O., 210s. to 275s.

SQUILL.—Italian nominal; Indian 90s. per cwt.

STRAMONIUM.—Continental LEAVES 85s. per cwt. spot.

STYRAX. — Spot, 19s. per lb.; shipment, 18s. c.i.f.

TONQUIN BEANS.—Para spot, 5s. per lb.; shipment, 4s. 6d., c.i.f.; Trinidad, 6s., spot.

TRAGACANTH.—No. 1 ribbon about £190 per cwt. No. 2, £180, spot.

VALERIAN ROOT. — Spot: East European, 175s., per cwt.; Indian, 175s. Shipment: Continental, 172s. 6d. to 214s., c.i.f.

VANILLIN.—Rates (per lb.) are now:—5-cwt. lots, 21s. 6d.; 1 cwt., 21s. 9d.; 56-lb., 22s.; small quantities, 22s. 6d.

WITCH HAZEL LEAVES.—Spot quotations are 2s. 6d. per lb.

Essential and Expressed Oils

ALMOND.—Imported sweet oil is 6s. 9d. per lb., spot.

AMBER.—Rectified on the spot, 1s. 6d. per lb.

ANISE.—Chinese, 12s. 9d. per lb., spot; shipment, 11s. 6d., c.i.f.

BERGAMOT.—Spot about 8s. per lb.

BIRCH TAR.—Rectified, 8s. per lb.

BOIS DE ROSE.—Brazilian, 20s. 6d. per lb. on the spot; shipment, 19s. 6d., c.i.f.

CAJUPUT.—Spot, from 10s. per lb.

CAMPHOR, WHITE. — Chinese, 2s. 6d. duty paid, per lb.; shipment, 1s. 10d., c.i.f.

CARAWAY.—Imported oil, 36s. to 40s. per lb.; English, 60s.

CINNAMON.—Best English-distilled, 720s. per lb.; other B.P. oils from 22s. to 120s. per lb. Ceylon leaf, 13s.; Seychelles from 7s. 6d. spot.

CITRONELLA. — Ceylon spot, 11s.; shipment, 10s. 6d. per lb., c.i.f. Formosan, 5s. 7½d., in bond; March-April shipment. 5s. 1½d., c.i.f.; Chinese, 5s. 7½d., in bond, 5s. 1½d., c.i.f.

CLOVE.—Madagascar leaf spot, 7s. 4½d. per lb., duty paid; shipment, 6s. 4½d., c.i.f. RECTIFIED 87-88 per cent., 12s. Distilled bud-oil, ENGLISH: B.P., 26s. per lb. for 1-cwt. lots.

CORIANDER. — Russian oil, from 35s. to 40s. per lb., spot.

EUCALYPTUS. — B.P. 70-75 per cent., 6s. 6d. per lb.

FENNEL.—Spanish sweet, spot, 13s. per lb.

GERANIUM.—Bourbon, 85s. to 92s. 6d. per lb. on the spot.

LAVENDER SPIKE.—Firm. Spanish, new crop, 18s. 6d. per lb.

LEMON.—Spot Sicilian from 23s. to 37s. 6d. per lb.; shipment, 36s. 6d., c.i.f.

LEMONGRASS.—Spot, 11s. per lb.; shipment, 8s. 9d., c.i.f.

LIME.—West Indian distilled 58s. per lb. on the spot.

NUTMEG.—East Indian B.P. oil is about 45s. per lb. English distilled, 65s.

PALMAROSA.—Shipment, 52s. 6d. per lb. c.i.f.; spot, 62s. 6d.

PEPPERMINT.—*Arvensis*: Chinese spot, 7s. 6d.; shipment, 7s. 2d., c.i.f. Brazilian spot, 6s. 9d.; shipment, 6s. 6d., c.i.f. *Piperita*: Italian, 48s. to 70s., spot. American from 32s. 6d. per lb. as to make.

PETITGRAIN.—Paraguay, 17s. per lb.. spot; shipment, 16s. 6d., c.i.f.

TANGERINE.—Sicilian best quality about 37s. per lb.

WORLD TRADE

U.S. National Stockpile Supplies. — Iodine is the only material which the United States will have to buy for the national stockpile in the near future.

Russian Order for Belgian Chemical Plant. — *Union Chimique Belge* has received an order to build a phosphoric acid plant for Russia with a daily capacity of 170 tons.

Hungary Steps up Exports. — Hungary is to export 20 per cent. more chemicals and pharmaceuticals to Turkey under a trade agreement between both countries for 1964.

Sulphur for Italy. — A cargo of 14,225 tons of American sulphur which arrived in Genoa recently was the first foreign sulphur purchased by the *Ente Nazionale Zolfo* (National Sulphur Board). A second cargo of 11,000 tons of Canadian sulphur is expected to arrive shortly.

Common Market Tariffs Call. — Professor W. Hallstein (president of the Common Market executive commission) addressing the "Six's" Council of Ministers recently, called for total abolition of industrial tariffs among the "Six" by January 1, 1966 — four years earlier than foreseen in the Treaty of Rome.

Pharmaceutical Factories for Jugo-Slavia. — Hungary is designing and equipping five pharmaceutical factories for Jugo-Slavia; they are to be built during the next twelve months. Total annual production of the five plants will include 20 tons of streptomycin, 180 tons of PAS, 10 tons of procaine and 10 tons of *iso*-nicotinic acid derivatives.

Franco-British Carbon Dioxide Venture. — The French chemical concern Progil is joining the Distillers Co., Ltd., to set up a joint French company to produce and distribute carbon dioxide. It is Distillers Co's first investment in France. The new company will have offices in Paris and will be known as *Société Industrielle de l' Anhydride Carbonique* (S.I.A.C.).

Trinidad Ammonia Plant on Stream. — The largest single-line ammonia plant in the world has gone into production in Trinidad. The plant of Federation Chemicals, Ltd., in which W. R. Grace and Co. (New York) are the principal stockholder, has an annual production capacity of 235,000 tons of anhydrous ammonia. The original plant, built in 1958, had an annual capacity of 35,000 tons. The plant will tap gas from Trinidad's oilfields, "cracking" it by passing it through a single line of reactor vessels and processes to produce liquid ammonia. It will be shipped as liquefied gas in special low-temperature tankers.

Australian Duty on Syringes. — New tariff duties came into force on February 28 on imports into Australia of disposable plastic syringes for medical injections. Proposals for the new duties, designed to protect Australian manufacturers, were put forward in the House of Representatives by the Minister for Supply, who said the present duties on glass and metal syringes would be removed, as those were no longer made in Australia. The existing duties on hypodermic needles would be

retained at the present level and extended to cover other injection and puncture needles, including needles used in blood transfusions.

Poland's Pharmaceutical Industry. — Export of Polish drugs amounted to 88 million foreign exchange zlotys (about £7.9 millions) in 1963 (one-third up on 1962). Exports in 1964 are expected to reach 105 million foreign exchange zlotys (about £9.4 millions). Forty percent of exports consist of antibiotics, and there is an increasing share of ready-made drugs. The proportion of ready-made drugs amounted to 19 per cent. of the total export in 1960, reached about 60 per cent. in 1963 and is expected to grow to 75 per cent. in 1964. Production of the Polfa group of pharmaceutical producers exceeded its 1963 target by 5 per cent. with a total production of about 5,800 million zlotys. That was a growth of 17 per cent. in comparison with 1962, a considerable one compared with the chemical industry as a whole. In 1963, a particularly high growth was noted in the production of antibiotics (40 per cent.), vitamins (more than 50 per cent.), and opium alkaloids (42 per cent.).

EXPANSION PROJECTS

REICHHOLD Chemicals, Inc. have planned a £50-million formaldehyde plant, and the doubling of their present resin manufacturing facilities at White City, Oregon, U.S.A. Costs were not given.

A.B. ASTRA, Soedertalje, Sweden, intend to start production in Bogota, Colombia. Activities of the company's sales organisation there (Astra Productos Farmaceuticos Ltda de Bogota) have been expanding rapidly since 1956.

WORK is to start shortly on a £400,000 biological research laboratory at the Sharnbrook, Beds, research establishment of Unilever, Ltd. A three-story building, the interior will cover 14,000 sq. ft., housing a number of plant rooms, one of which will be built on the flat roof of the laboratory.

A CONTRACT for the erection of a 400 tons per day sulphuric acid plant at the Widnes works of Peter Spence & Sons, Ltd. (a member of the Laporte Industries Group) has been awarded to Chemical Construction (G.B.), Ltd. It will be a sulphur burning contact plant and is to replace three older Spence plants and some of the older Yorkshire plants of Laporte Acids, Ltd. Preliminary construction work has begun and it is expected that the plant will be operating at the beginning of 1965.

DIMETHYLFORMAMIDE (DMF) will shortly become available for the first time from a United Kingdom source, when a new plant is commissioned at Billingham, co. Durham, by the heavy organic chemicals division of Imperial Chemical Industries, Ltd. The new plant has been designed to produce DMF in very high purity. It is now in the process of being commissioned, and its capacity will be more than adequate to meet all U.K. requirements.

NEW COMPANIES

P.C.=Private Company, R.O.=Registered Office

M. ABBOTT (CHEMIST), LTD. (P.C.). — Capital £5,000. To carry on the business of retail chemists, opticians, etc. Directors: Mildred Shepherd and David J. T. Shepherd, R.O.: The Pharmacy, High Street, Lindfield, Sussex.

ASSOCIATED CHEMISTS (LEEDS), LTD. (P.C.). — Capital £100. To carry on the business of chemists, etc. Directors: Sidney L. Bloom, M.P.S., Michael L. Cowan, M.P.S., Ronald H. Blass, M.P.S., Dennis M. Cowen, M.P.S., Jack Newman, M.P.S., Michael R. Elbogen, M.P.S., Maurice Cutler, M.P.S., David Bickler, M.P.S., Ronald Fisher, M.P.S., Joseph B. Stankler, M.P.S., Harvey H. Kleiman, M.P.S., and Ivan H. Lester, M.P.S. R.O.: 68 Queen Street, Morley.

BLASS & FISHER (YORK), LTD. (P.C.). — Capital £1,000. To carry on the business of chemists, etc. Directors: Ronald H. Blass, M.P.S., Joan Blass, Ronald Fisher, M.P.S., and Lily Fisher, R.O.: 36 Albion Street, Leeds, 1.

BUSH PHARMACIES, LTD. (P.C.). — Capital £1,000. Directors: Halina Bush, M.P.S., and Arthur Bush, R.O.: 19 Charing Cross Road, London, W.C.2.

CHARLTONS (NEWMILLERDAM), LTD. (P.C.). — Capital £250. To carry on the business of manufacturers and dealers in drugs and toilet requisites, etc. Directors: Donald Charlton, Cynthia J. Charlton, Christopher M. Charlton and Graham D. Charlton, R.O.: The Rig, Newmillerdam, Wakefield.

S.K. CHEMISTS, LTD. (P.C.). — Capital £100. To acquire land; carry on business of chemists, etc. Directors: Donald Daley and Neville Daley, R.O.: 55 High Street, Doncaster.

R. N. FLUDE, LTD. (P.C.). — Capital £6,000. To acquire the business of a retail chemist and optician carried on at 3 The Parkway, Humberstone, Leicester, as "R. N. Flude." Subscribers: Robert N. Flude, M.P.S., and Rosetta Flude, 3 The Parkway, Leicester.

EXITDIAM, LTD. (P.C.). — Capital £100. To carry on the business of chemists, etc. Subscribers: Jean Herbert and Thomas A. Herbert, 156 Strand, London, W.C.2.

HELMOVER, LTD. (P.C.). — Capital £100. To carry on the business of chemists and druggists, etc. Subscribers: Stanley H. Lucas and Francis A. Dean, R.O.: 6 Surrey Street, London, W.C.2.

JAMES HUME, LTD. (P.C.). — Capital £1,000. To carry on the business of dispensing and photographic chemists, etc. Directors: James Hume, M.P.S., and Isabella M. Hume, R.O.: 22 Yoden Way, Peterlee.

KENDALL & CROKER, LTD. (P.C.). — Capital £2,000. To carry on the business of chemists, etc. Directors: George E. S. Kendall, M.P.S., and John W. Croker, M.P.S. R.O.: 2 Knoll Road, Camberley.

LINFIELD LABORATORIES, LTD. (P.C.). — Capital £100. To carry on the business of chemists, etc. Directors: David O. Holland and Peggy E. Holland, R.O.: 5 Staple Inn, London, W.C.1.

MACEY CHEMISTS, LTD. (P.C.). — Capital £100. To carry on the business of chemists and druggists, etc. Directors: Joseph Moses, M.P.S., Annie Moses and Israel Moses, Flat 4, Brentvick House, North Circular Road, London, N.W.11.

R.J.G. PERFUMERS, LTD. (P.C.). — Capital £100. To carry on the business of manufacturers of and dealers in cosmetics, etc. Directors: Ronald J. Goshlitski, Godfrey Gold, Ralph Gold and David Gold, R.O.: 23 Albemarle Street, London, W.1.

PERRY & MASON, LTD. (P.C.). — Capital £100. To carry on the business of manufacturers of and dealers in chemicals, Directors: Mae Perry and Peter Mason, R.O.: Lane End, Harepath Road, Seaton.

PORZELACK, LTD. (P.C.). — Capital £100. To carry on the business of chemists, etc. Directors: Joseph Bendel and Catherine P. Sheetan, R.O.: 1A Maiden Lane, Liverpool.

PROCHEM, LTD. (P.C.). — Capital £1,000. To manufacture and deal in chemicals, etc. Solicitors: Wilkinsons Kimbers & Staddon, 34 Nicholas Lane, London, E.C.4.

TANBRIDGE, LTD. (P.C.). — Capital £100. Other details are similar to Helmover, Ltd.

PRINT AND PUBLICITY

PRESS ADVERTISING

BRITISH CHEMOTHERAPEUTIC PRODUCTS, LTD., Kemethetic House, Grant Street, Bradford, 3: Slimasoup. In national women's magazines and national Sunday and daily newspapers. Biskolem. In *Daily Express* and women's weekly magazines.

DEB CHEMICAL PROPRIETARIES, LTD., Belper, Derbyshire: Swarfega. In *Daily Express*, *Daily Mail*, *Daily Mirror*, *Daily Telegraph*, *Daily Sketch*, *London Evening News*, *London Evening Standard*, *Scottish Daily Express*, *Scottish Daily Mail* and *Scottish Daily Record*. GRANOSE FOODS, LTD., Watford, Herts: Granose starch reduced rolls. In national Press and selected journals and magazines.



AIDS TO SELF-SERVICE: Left, New Delsey floor "stacker." The unit measures only 25 in. square, yet holds up to fifteen cases of Delsey. It is topped by a full-colour pennant featuring the Delsey twins. Makers are Kimberly-Clark, Ltd., Larkfield, nr. Maidstone, Kent. Right, Latest addition to the series of roundabout, self-service, counter "dispensers" of Bronnley & Co., Ltd., Brackley, Northants, holds eighteen assorted bottles of talcum powder, after-bath Cologne and lotion and bubble-bath oil. It is made, like the earlier dispensers, in gilded wire and plastic and takes up comparatively little room on a counter, measuring only 11½ in. in diameter and standing 23 in. high.

COMMERCIAL TELEVISION

Figures in these columns represent the number of appearances of the "spot" during the week

April 5-11

	London	Midland	North	Scotland	Wales	South	North-east	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.	W. & N. Wales
Alka-Seltzer	5	2	5	2	5	5	—	5	5	5	5	2	5	5	5
Anadin tablets	4	5	2	6	3	3	3	3	4	3	—	2	—	—	—
Askit powders and tablets	—	—	—	14	—	—	—	—	—	—	5	3	—	—	—
Beecham's powders	3	4	3	3	3	3	3	3	3	3	2	2	—	4	—
Bellair hair spray	—	4	4	5	—	—	4	—	—	—	—	—	—	—	—
Bisodol	—	—	—	5	—	—	—	—	—	5	—	3	—	—	—
Cuticura preparations	2	2	1	—	—	—	—	—	—	—	—	—	—	—	—
Delrosa rose-hip syrup	1	3	1	—	—	2	—	—	—	—	—	—	—	—	—
Dentu-creme	2	2	1	1	1	4	—	2	—	1	2	1	—	1	—
Dinnefords magnesia	—	—	—	1	—	—	—	—	—	—	—	—	—	—	—
Farlene baby cereal	4	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Get Set hair spray	—	1	1	—	—	—	—	—	—	—	—	—	—	—	—
Gillette razor blades	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
Loxene shampoo	1	1	—	—	—	—	2	—	—	—	—	—	—	—	—
Matey	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Milk of Magnesia	—	—	—	—	—	—	—	—	1	—	—	—	—	—	—
tablets	1	2	2	2	2	3	2	2	—	2	4	2	—	2	—
Moorland tablets	—	—	—	3	—	—	—	—	—	—	—	—	—	—	—
Phyllosan	2	3	3	—	3	3	3	3	—	—	—	—	—	—	—
Rinstead pastilles	2	3	1	2	2	1	2	2	1	3	2	2	—	—	—
Setlers	1	1	2	2	2	2	2	2	2	2	—	—	—	—	—
Swarfega hand cleanser	—	—	—	1	—	—	—	—	—	—	—	1	—	—	—
Spoolie hair curlers	2	—	—	—	—	—	—	—	—	—	—	—	—	—	—
VOS hair spray	2	2	3	1	1	1	—	1	—	2	—	—	—	—	—
conditioner	2	—	—	—	—	—	—	—	—	—	—	—	—	—	—
shampoo	2	3	3	2	2	2	—	2	—	3	—	—	—	—	—

NEW ERA LABORATORIES, LTD., Cecil House, Holborn Viaduct, London, E.C.1: Hymosa lotion, In *Woman, Woman's Own, Woman's Realm, Woman's Mirror, Daily Express, Daily Mirror* and "outdoor" magazines.

ORGANON LABORATORIES, LTD., Crown House, Morden, Surrey: Endocil day-care, In women's magazines and national Press.

RACASAN, LTD., Ellesmere Port, Ches: Mothstrip mothkiller, In *Daily Express* and *Daily Mirror*. TECHNICAL & OPTICAL EQUIPMENT (LONDON), LTD., 99 St. Martin's Lane, London, W.C.2: Quartz 8 mm. camera, In photographic Press.

THERMOS, LTD., Ongar Road, Brentwood, Essex: Thermos vacuum flasks, jugs and 707 food jar.

In *Woman, Woman's Own, Woman's Realm, Woman's Mirror, Daily Express, Daily Mirror* and "outdoor" magazines.

Catalogues

CAMBRIDGE INSTRUMENT CO., LTD., 13 Grosvenor Place, London, S.W.1: "Electrical Instruments—abridged specifications" (pp. 36).

RALPH N. EMANUEL, LTD., 3 Leather Market, London, S.E.1: 1963 catalogue of Alpha inorganic research chemicals (pp. 228) and cumulative supplement (pp. 5).

TOP RANK FILM PROCESSING, Cumberland Avenue, London, N.W.10: "Top Rank Professional Colour Processing."

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Tuesday, March 31

BRITISH PHARMACEUTICAL STUDENTS' ASSOCIATION, Brighton, Sussex: Annual conference. Until April 3.

Wednesday, April 1

BRITISH INDUSTRIAL FAIR, Barcelona, Spain. Until April 12.

CENTRAL N.H.S. (CHEMIST CONTRACTORS) COMMITTEE, Connaught Rooms, Great Queen Street, London, W.C.2, at 2 p.m. Pharmaceutical Committee representatives' conference.

HOUNSLAW BRANCH, PHARMACEUTICAL SOCIETY, Osterley hotel, Great West Road, Osterley, at 7 p.m. Dinner and dance.

NEWCASTLE BRANCH, PHARMACEUTICAL SOCIETY, Mayfair ballroom and banqueting suite, Newgate Street, Newcastle-on-Tyne, at 7.30 p.m. Annual dinner and dance.

Thursday, April 2

BRITISH MEDICAL ASSOCIATION, annual clinical meeting, Northampton. Until April 4.

EAST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY, Medical School, University College Hospital, Gower Street, London, W.C.1, at 8 p.m. Extension course, Dr. T. D. Whittet on "Clinical Trials."

HUDDERSFIELD CHEMISTS' ASSOCIATION, Pack Horse hotel, Kirkgate, Huddersfield, Yorks, at 7.45 p.m. Annual meeting.

KENT SECTION, ROYAL INSTITUTE OF CHEMISTRY, County Hall, Canterbury, Kent, at 6.30 p.m. Annual dinner and dance.

Friday, April 3

FIFE BRANCH, PHARMACEUTICAL SOCIETY, Anthony's hotel, West Albert Road, Kirkcaldy, at 7.30 p.m. Annual dinner and dance.

MERSEYSIDE BRANCH, NATIONAL ASSOCIATION OF WOMEN PHARMACISTS, Free Church Centre, Tarleton Street, Liverpool, at 7.30 p.m. "Any Questions?" Panel: Messrs. J. Farrer Barnes, Denver Rees and W. L. Nixon.

ROYAL COMMERCIAL TRAVELLERS' SCHOOLS, Connaught Rooms, Great Queen Street, London, W.C.2, at 6.30 p.m. Festival dinner and dance.

Advance Information

BUSINESS EFFICIENCY EXHIBITION, City hall, Manchester. April 20-25.

CHEMICAL SOCIETY, University of Birmingham chemistry department, Edgbaston, Birmingham, 15, Anniversary meetings, April 6-9.

CONFERENCE OF SCOTTISH HOSPITAL PHARMACISTS, Dunblane Hydro hotel, Dunblane, Perth, April 24-26. Formal opening address on morning of April 25 by Sir Kenneth Cowan (former chief medical officer, Scottish Home and Health Department). Professor A. G. Macgregor (Regius professor of *materia medica* and *therapeutics*, University of Aberdeen) on "The Hospital Pharmacist, Medical Representative and Medical Staff." Dr. R. F. Edkins (Organon Laboratories, Ltd.) on "Latest Developments in the Field of Hormones," and Mr. D. H. O. Gemmell (department of *pharmacy*, Royal College of Science and Technology, Glasgow) on "The Law and the Pharmacist." On April 26 Mr. A. A. MacIver (secretary and treasurer, Board of Management, Glasgow Royal Infirmary) on "The Rôle of the Chief Pharmacist as Seen Through the Eyes of the Administrator." All addresses to be followed by group discussions. On Saturday evening, April 25, conference dinner.

EUROPEAN PURCHASING CONFERENCE, County Hall, Westminster, London, S.W.1, April 8-11.

FLUID POWER INTERNATIONAL CONFERENCE, Empire hall, Olympia, London, W.14, April 13-17.

INTERNATIONAL FERMENTATION SYMPOSIUM, Society of Chemical Industry, 14 Belgrave Square, London, S.W.1, April 13-17.

NATIONAL PHARMACEUTICAL UNION, Russell hotel, Russell Square, London, W.C.1, at 2 p.m. Special N.P.U. area meeting, May 3.

TRADE MARKS

APPLICATIONS ADVERTISED
BEFORE APPLICATION

From the "Trade Marks Journal," March 4
For battery operated shavers (8)

HALEX DANDY, 855,927, by British Xylonite Co., Ltd., London, E.4.

For projection apparatus for sound films and parts (9)

FILMASONIK 8, B852,289, by Filma, S.p.A., Turin, Italy.

For sunglasses (9)

METRIC, B852,327, by Henry Fiertag, London, W.1.

For binoculars, microscopes, telescopes, reflex lenses; and cases adapted for holding and carrying those goods (9)

ACCURA, 853,254, by Photographic Importing and Distributing Corporation, New York, U.S.A.

For photographic apparatus and instruments, cinematographic cameras, and photographic and cinematographic projectors (9)

DART, 856,785, by Dixons Photographic, Ltd., Edgware, Middlesex.

From the "Trade Marks Journal," March 11

For chemical products for use in agriculture, horticulture and forestry; manures (natural and artificial) (1)

BENAVIN, 855,473, by Shell International Petroleum Co., Ltd., London, S.E.1.

For preparations for the treatment of the hair, and non-medicated toilet preparations for application to the skin (3)

For all goods, but not including soaps or detergents or any goods of the same description (3)

EXA, 842,243, by Sterwin, A.G., Zug, Switzerland.

ALBERTO SUBDUE, B845,645, by Alberto-Culver Co., Melrose Park, Illinois, U.S.A.

For cosmetic preparations for application by brush (3)

BRUSHO-MATIC, 850,106, by Goya, Ltd., London, W.1.

For hair colouring preparations in the form of a cream (3)

INECTO CREME LITE SERIES, 853,033, by Rapidol, Ltd., London, W.7.

For soapless shampoos (3)

SOAKY, B853,953, by Colgate-Palmolive Co., New York 22, U.S.A.

For cosmetic preparations (3)

L'ARGENE, 853,683, by Amropo Co., Ltd., London, N.15.

For detergents (not for use in industrial or manufacturing processes) (3) and for sterilising preparations (5)

STERDEVALE, 854,494, 854,496, by Dutton's Blackburn Brewery, Ltd., Blackburn, Lancs.

For cleaning preparations (3)

MOR-GRI-SORB, 854,644, by Midland Oil Refineries, Ltd., Halesowen, Worcs.

For cosmetic, non-medicated toilet preparations and toilet articles (3)

ENDOCIL DAY-CARE, 854,809, by Organon Laboratories, Ltd., Morden, Surrey.

For household cleaning preparations, but not including paint removing compositions or any goods of the same description as paint removing compositions (3)

TORNADO, 855,260, by Colgate-Palmolive, Ltd., London, W.1.

For soaps, perfumes, essential oils, cosmetic preparations, non-medicated toilet preparations and toilet articles (3)

C'EST MOI, 855,897, by Boots Pure Drug Co., Ltd., Nottingham.

For waxes and polishes (3)

MULTANE, 856,256, by Russell Kirby, Ltd., Kirby, Liverpool, Lancs.

For perfumes; non-medicated toilet preparations; hair lotions; essential oils; soaps; and preparations for cleaning (3)

LE JAG, 856,431, by Delong Motor Engineers, Ltd., London, N.W.1.

For preparations for dyeing and tinting the hair (3)

DAWN-GLO, 857,277, by Rapidol, Ltd., London, W.7.

For compounds of aluminium and aspirin, being pharmaceutical preparations and substances (5)

ALAPRIN, 835,287, by Aspro-Nicholas, Ltd., Slough, Bucks.

For pharmaceutical and veterinary preparations, all containing lysine (5)

TETRALYSANE, 843,341, by Carlo Erba S.p.A., Milan, Italy.

For preparations for repelling insects (5)

STABILENE, 847,200, by Union Carbide Corporation, New York, U.S.A.

For pharmaceutical preparations and substances (5)

Device with words STERLING SERVES THE WORLD, 849,900, by Sterling-Winthrop Group, Ltd., Surbiton, Surrey, MENTHOLATUM M.P.O., 854,218, by Mentholatum Co., Slough, Bucks. MICROSOL, 854,343, by Arthur Hayes, Croydon, Surrey. BROVOLIN, 857,056, by Moore Medicinal Products, Ltd., Aberdeen, Scotland.

For hormone preparations for human use (5)

MARSONE M.P., 848,229, by Marshall's Pharmaceuticals, Ltd., London, W.C.2.

For pharmaceutical and veterinary preparations, all containing azides (5)

NAPHRASIDE, 850,182, by Chas. Pfizer, Brooklyn, New York, U.S.A.

For pharmaceutical preparations and products, all containing effervescent (5)

ALKAFIZ, 850,607, by International Chemical Co., Ltd., London, W.C.1.

For all goods (5)

SOLOJECT, 850,912, by Glaxo Laboratories, Ltd., Greenford, Middlesex. ANOTAS, 852,526, by G. H. Boehringer Sohn, Ingelheim-on-Rhine, 22b, Germany. ALEAVE, ENZALON, 854,326-27, by Chesebrough-Pond's, Ltd., London, N.W.10. DILANDA, 857,054, by Bio-Farma, S.A., Neuilly-sur-Seine, France. LEP-TONIN, 857,102, PANGAMETIN, 857,841, by Metazymes, Ltd., London, W.C.1. UBRETID, 856,667, by Oster-Reichische Stickstoffwerke, A.G., Linz/Donau, Austria. PHYTOVAX, 858,395, by Wellcome Foundation, Ltd., London, N.W.1.

For sanitary towels, sanitary tampons and sanitary pads (5)

DEL, B851,402, by Wardle Cotton Co., Ltd., Manchester, 1.

For pharmaceutical preparations for use in urology (5)

UROVALIDIN, 851,444, by Bracco Industria Chimica, S.p.A., Milan, Italy.

For hypnotics (5)

CLORASED M.P., 851,520, by Marshall's Pharmaceuticals, Ltd., London, W.C.2.

For pharmaceutical and veterinary preparations being antibiotics containing chlorine and enzyme substances (5)

CLORELASE, 852,501, by Parke, Davis & Co., Detroit 32, Michigan, U.S.A., and Hounslow, Middlesex.

For pharmaceutical preparations and substances, medical and surgical plasters, material prepared for bandaging and disinfectants (5)

Device with letter and word "Y Ypsilon," 853,464, by Ypsilon-Werk Wienke & Michels, KG, Troisdorf, nr. Cologne, Germany.

For preparations for killing weeds and destroying vermin; pesticides, insecticides and preparations for killing nematodes and soil-borne pests (5)

FUMAZONE, 853,508, by Dow Chemical Co., Midland, Michigan, U.S.A.

For pharmaceutical preparations for the treatment of the skin (5)

PRELAUD, 854,187, by William Owen, Tonyrefail, Glamorgan.

For pharmaceutical preparations and substances containing of or containing bromine (5)

BROMILONE, 854,414, by Horlicks, Ltd., Slough, Bucks.

For sanitary towels and sanitary tampons; and medicated tissues for toilet use (5)

FEMGENE, 854,706, by Reckitt & Sons, Ltd., Hull, Yorks.

For preparations for killing weeds and destroying vermin (5)

NESPOR, 858,319, by Montecatini Societa Generale per l'Industria Mineraria e Chimica, Milan, Italy.

For anaesthetics (5)

POLCAINE, 857,107, by Hodges & Moss, Ltd., Shrewsbury.

For photographic film prepared for exhibition; slides and containers and holders therefor; optical, photographic and cinematographic apparatus and instruments; and parts (9)

ROTOTRAY, B848,845, by Sawyer's Inc., Portland, Oregon, U.S.A.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED

From the "Official Journal (Patents)," March 11
Treatment of cashew nuts, Northern Research & Engineering Corporation, 955,717.

Quantitative glucose diagnostic composition, Miles Laboratories, Inc. 955,719.

Hydroquinoline derivatives, Monsanto Chemicals, Ltd. 955,739.

N-substituted nitrophenylene dianimes, their preparation and use in hair-dyeing compositions, Bristol-Myers Co. 955,743.

Pyrazole derivatives of the pregnane series, Takeda Chemical Industries, Ltd. 955,750.

Unsaturated organophosphorous esters, Shell Internationale Research Maatschappij, N.V. 955,754.

Hydroxystreptomycins, Soc. Farmaceutici Italia. 955,762.

Sucrose organo-phosphorus ester, and means of preparing it, Ferrania, S.p.A. 955,757.

Ethers and process for preparing same, CIBA, Ltd. 955,764-65.

Thioethers and process for their manufacture, CIBA, Ltd. 955,766.

Pyrimidine compounds and a process for the manufacture thereof, F. Hoffmann-La Roche & Co., A.G. 955,774.

Process for the treatment of natural juices extracted from sugar-containing plants, P. R. Payet. 955,799.

Selective herbicides and process for their manufacture, Farbwerke Hoechst, A.G. 955,817.

Hydrazine derivatives, Imperial Chemical Industries, Ltd. 955,856.

Aluminosilicate refractories, Dyson, Ltd. 955,874.

Stable preparations of prednisone derivatives and process for the manufacture thereof, Organon Laboratories, Ltd. 955,891.

Sterilising compositions, Unilever, Ltd. 955,897.

Process for the production of water-soluble derivatives of tetracyclines, Leo Industrie Chimiche Farmaceutiche, S.p.A. 955,902.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from April 22.

CONTEMPORARY THEMES

Subjects of contributions in current medical and technical periodicals

PREKERATIN, *Nature*, March 14.

STEROIDS, Haemolytic effects of, *Nature*, March 14.

TRYPAN BLUE, Dosage-response curves for the teratogenic activity of, *Nature*, March 14.

AMPICILLIN, Effectiveness of, against Gram-negative bacteria, *J. Amer. med. Ass.*, February 22.

THE ANALYST versus the horse-doper, *New Scientist*, March 19.

THIOPENE COMPOUNDS of biological interest, *J. Pharm. Sciences*, February.

ASPIRIN ABSORPTION, Gastrointestinal factors in. A quantitative study, *J. Pharm. Sciences*, February.

CEPHALOTHIN, Inhibition of synthesis of the cell wall of *Staphylococcus aureus* by, *Science*, February 21.

SULPHAMYL-PHENYL-AZO-PHENOLIC dyes, *Indian J. Pharm.*, February.

CYANOCOBALAMIN, Photolysis of, in presence of riboflavin, *Indian J. Pharm.*, February.

DAIYEPENICILLIN, TEICYCLINE, ERYTHROMYCIN, AND SULPHAMETHOXYPYRIDAZINE. Influence of, on exacerbations of bronchitis, *Brit. med. J.*, March 21.

METHYLDOPA in treatment of severe toxæmia of pregnancy, *Brit. med. J.*, March 21.

CHLOROTHIAZIDE, Controlled trial of, in treatment of early pre-eclampsia, *Brit. med. J.*, March 21.

PHENYLBUTAZONE TREATMENT, Acute leukæmia associated with, *Brit. med. J.*, March 21.

BUCCAL OXYTOCIN in the induction of labour, *Lancet*, March 21.

BUCCAL AND INTRAVENOUS OXYTOCIN. Induction of labour with, *Lancet*, March 21.

BILHARZIA, Diet and therapy in, *Lancet*, March 21.

TRADING with EFTA, *Board of Trade J.*, March 20.



Remind him—very gently!—about the COLOMAGNA service. Tell him it means outstanding quality for *every* type of colour processing. Stress how he can send *all* your colour film, in one single package, to one single address. Mention the prompt service and rapid delivery. Sell him on COLOMAGNA! You'll both be way ahead when it comes to a photo-finish!

COLORMAGNA

THE COMPLETE COLOUR PROCESSING SERVICE
In case of difficulty COLOMAGNA can be obtained from:

WILL R ROSE LTD

(TRADE DEPT.)
23 BRIDGE STREET ROW CHESTER

Associated with Ormskirk Photo-Services Ltd., in colour processing

COMPREHENSIVE REPAIR SERVICE

BY
VANGUARD INSTRUMENTSthe name synonymous with
QUALITY REPAIRS

CAMERAS (still and cine)



PROJECTORS

BINOCULARS

EXPOSURE METERS

★ LENS RECONDITIONING
AND COATING48 HOUR EXPRESS SERVICE
WHEN REQUIRED

LEICA AND ROLLEI SPECIALISTS

BELL & HOWELL SERVICE CENTRE

ALL REPAIRS CARRY OUR 12 MONTHS GUARANTEE

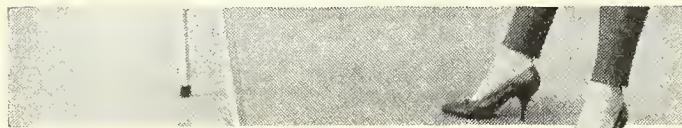
VANGUARD INSTRUMENTS

47-48 Half Acre, Brentford, Middx.

Telephone ISLeworth 7667



LOOK FOR THE NAME
GREENKAT
 FOR JAPANESE HIGH QUALITY OPTICS



MICROSCOPES
 TELESCOPES
 BINOCULARS

See them at your local stockists. Ask for Greenkat by name. In the event of difficulty in obtaining Greenkat products, please write to:

Greenhill & Ellis (Optical) Ltd.
 (Dept. C.D.1.) Ling House, Dominion Street, London, E.C.2

DUPLIFILM

Are you taking advantage of this successful new service for cinefilm customers? Dealers everywhere are finding it really profitable. Reliable on delivery time, dependable in quality. DUPLIFILM copies will offer your customers something they have long wanted, quality 8mm copies of B & W or colour films at economic prices.

DUPLIFILM

Perfect copies from 8mm and 16mm film graded and colour corrected, in any quantity, quickly and economically.

Attractive and effective point of purchase material available. Discount 33 1/3%. Get in touch with us right away for details and prices. There's lots of good business in it for you.

FILMPRI NT SERVICES LTD

Specialists in 8mm conversion
72 Grosvenor St. London W.1 MAYfair 2456

DUPLIFILM

Colour Processing
WITH SPEED
PLUS QUALITY

WE ARE NOW OFFERING
 a comprehensive service for KODACOLOR,
 IFOCOLOR, GEVACOLOR, AGFACOLOR
 and FERRANIACOLOR negative films;
 also EKTACHROME REVERSAL film.

All colour enprints packed in
 an attractive red plastic wallet
 FREE.

TRANSCOLOR PRINTS
 and 35mm. TRANSCOLOR DUPLICATES
 are made from all types of transparencies.
 35mm. TRANSPARENCIES are made from
 all types of colour negatives.

All prices according to the respective manufacturer's scaling.
 Price lists, Order pads, Mailing bags etc., available on request to accredited traders.

HAMILTON TAIT LTD.

COLOUR PROCESSING LABORATORY
 PENICUIK, MIDLOTHIAN
 Telephone : PENICUIK 474 (2 lines)



© 6934

NOTE REVISED PRICES
NOW IN OPERATION

**Follow the
Leader!**



For big business again in 1964

Reserved exclusively to Chemists

CARNATION CORN CAPS

Once again in 1964 there will be regular sales of this old favourite "best seller" and Chemists displaying Carnations prominently will gain the biggest rewards. During the summer months we shall be advertising Carnations everywhere. All you have to do is to display them. Note the support we give you for this "Chemists Only" line.

PRESS: From Spring to Autumn regular spaces in "News of the World," "The People," "Sunday Mirror," "Woman," "Sunday Post," "Belfast Evening Telegraph"—all the largest circulating publications in their field.

POSTERS: Ten foot high posters will be on display in London Underground and all the leading cities and towns during the summer months.

DISPLAY MATERIAL: Attractive three dozen display outers, wall dispensers, posters, self-adhesive display pieces.

REVISED PRICES: TRADE 144/- gross + 36/- gross P. Tax. RETAIL 1/9 carton.

ORDERS OF 1 GROSS
BONUS OF 9 PACKETS

15/9 EXTRA
PROFIT

BONUS:

In addition to a fair profit on this Nationally Advertised Chemists Only line, we also give a generous purchase tax free bonus.

ORDERS OF 2 GROSS
PLUS 36 PACKETS

63/- EXTRA
PROFIT

CALLOUS CAPS TRADE: 13/- doz + 3/3 P. Tax. RETAIL: 2/- carton.

(REVISED PRICES) 3 Dozen TRADE: 12/8 doz. + 3/2 P. Tax. RETAIL: 2/- carton.



CUXSON, GERRARD & CO. LTD.

OLDBURY • BIRMINGHAM

BROADWELL 1355 (5 lines)

Big new Wright's contest

for your customers



Here's a powerful boost for Wright's sales—a national consumer "Spot My Child" contest with 56 prizes. It's easy and appealing. Your customers get their entry forms at your counter. Then all they do is match pictures of parents and children, and complete a sentence about Wright's. First prize: £1,000!

- * **Check your stocks:** entrants will need a Wright's Coal Tar Soap wrapper, or Wright's Coal Tar Shampoo sachet or bottle-top.
- * **National advertising:** big spaces in Woman's Weekly and Woman's Own.
- * **Display material:** includes entry form and contest rules.

Stock up now on
Wright's Coal Tar Soap & Shampoo!

White Card SELF SEALING UNPRINTED Transparency Mounts

2" x 2"

8 x 10 mm.
11 x 14 mm.
24 x 18 mm.
24 x 24 mm.
24 x 36 mm.
28 x 40 mm.
40 x 40 mm.

2¹/₄" x 2¹/₄"
2¹/₄" x 1⁵/₈"

BOXES
25 . . . 2¹/₂
50 . . . 5/-

BOXES
25 . . . 4¹/₂

- NORMAL TRADE DISCOUNTS.
- SPECIAL PRICES FOR
BULK UNBOXED.

HUTLEYS 231/233 LONDON RD

ST. LEONARDS - ON - SEA, SUSSEX · Hastings 1386
Main distributors for: JOHNSONS · SILBER · PHOTAX
GNOME · GEVAERT · etc.

KENMORE (Merchants) LIMITED

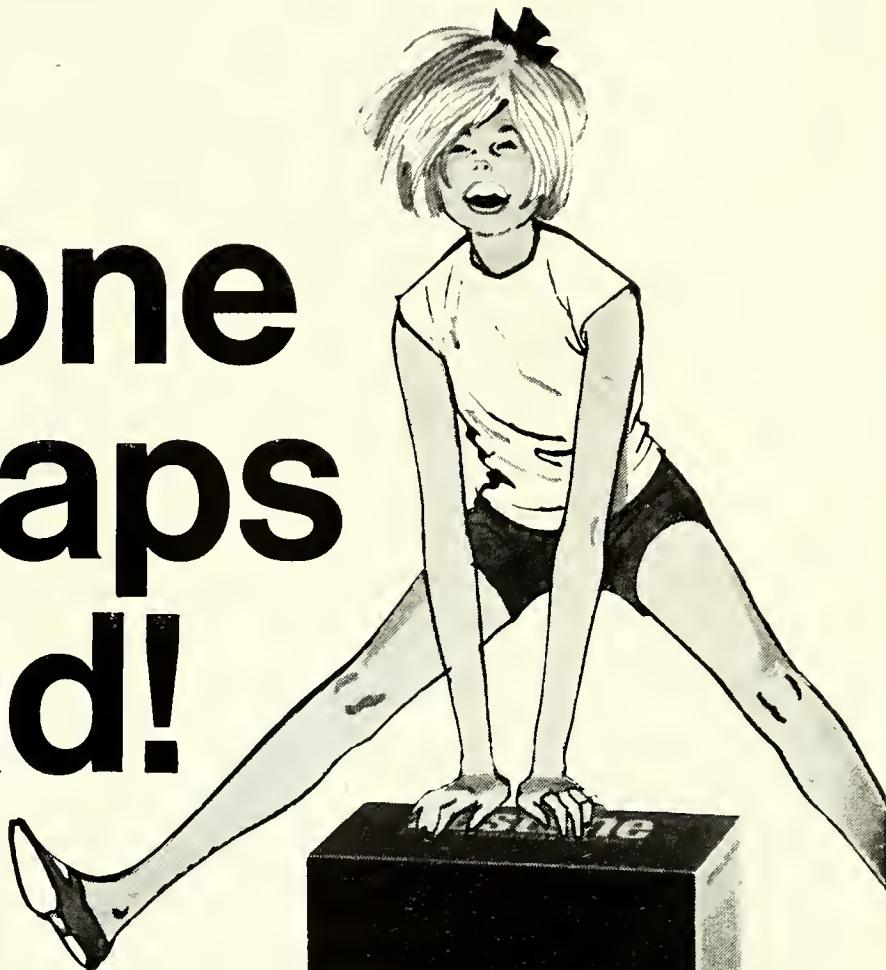
Wholesale Photographic Dealers
8 BURNETT STREET, BRADFORD, 1
Telephone: Bradford 32244/5

We represent the following firms:—

Aico Ltd.	Mallory Batteries
Alpha Accessories	Minnesota Mining Co.
Ademco Ltd.	Osram (G.E.C.) Ltd.
Atlas Lighting Ltd.	Philips Electrical Ltd.
Arrowtabs Ltd.	Photax (London) Ltd.
A.E.I. (Mazda) Ltd.	Photopia Ltd.
Bush & Meissner Ltd.	Rosley Products
John Blishen Ltd.	Ross Ensign Ltd.
P. M. Cox Ltd.	J. J. Silber Ltd.
Cine Accessories.	Specto Ltd.
Copydex Ltd.	Spacial Cineramic Ltd.
Combined Optical Ind. Ltd.	Spicers Ltd.
Dufay Ltd.	Smiths Clocks Ltd.
Ever Ready Co. Ltd.	Wray (Optical Works) Ltd.
Gnome Photographic Products	Denis Wright Ltd.
Gevaert Ltd.	David Williams Ltd.
Global Imports	C.Z. Scientific Instruments
Hanimex (UK) Ltd.	Harvey Brenson
Haynor Ltd.	Graeme Lawton Ltd.
Hallfield Press	L'Optic Modern Ltd.
C. H. Halliday & Co. Ltd.	Minster Trading Co.
R. F. Hunter Ltd.	Pullin Optical Co. Ltd.
Japanese Cameras Ltd.	Actina Ltd.
Samuel Jones Ltd.	B.D.B. Engineers Ltd.
Lumaplast (Photo-Sales) Ltd.	View-Master (England) Ltd.
Mayfair Photographic Suppliers	Technical & Optical Equipment (London) Ltd.

PLEASE SEND FOR PRICE LIST

Zestone leaps ahead!

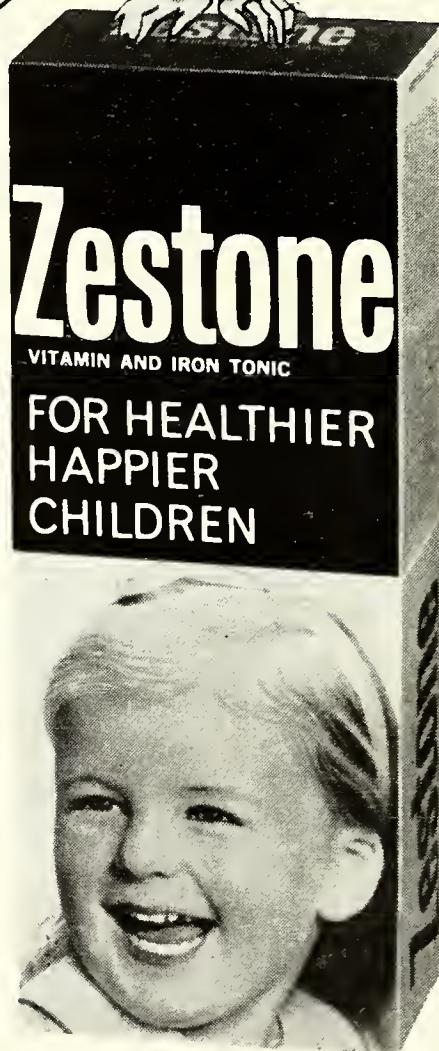


**-with the growing market
for children's vitamin tonic.**

Zestone is the tonic that makes growing-up easier! And it's going ahead in the market by leaps and bounds. Little wonder! Children love it and foresighted mothers everywhere approve the benefit it gives.

Zestone brings you two big advantages –
better value for your customers and increased turnover for you! Zestone is a 'chemists only' product.

Zestone is the tonic for you to sell!
Power-packed national advertising will support your selling all the way. Zestone will be advertised frequently in impressive spaces across the country. The demand will be big. Your sales, a hop, skip and a jump ahead.



**TIE-IN WITH ZESTONE'S BIG ADVERTISING CAMPAIGN
ONLY CHEMISTS STOCK, DISPLAY & RECOMMEND ZESTONE**

For further information write to:

PYBUS WESTHEAD & COMPANY LTD., 18 SLOANE ST., LONDON, S.W.1. TEL: BELGRAVIA 3959

Doctors are now reading this in their own journals

alidine for severe pain

regd.

'Alidine' is Duncan Flockhart's brand of Anileridine, a synthetic substance closely related to pethidine. It has the advantage over pethidine of greater activity, dose for dose, and of being fully effective when given by mouth. It has less tendency than morphine to produce nausea and vomiting and it is not constipating.

A trial in 632 patients (JAMA 1958) showed mental side-effects to be rare, even in the elderly; tolerance seemed to develop more slowly and to a less extent than with morphine or pethidine.

'Alidine' is in tablets of 30 mg and in ampoules of 60 mg/2 ml.
'Alidine' is DDA.

This announcement is a summary. Full information is available on request.

DUNCAN FLOCKHART OF EDINBURGH



548



* EXTENSIVE SHOWROOMS OF FULLY-FITTED SHOPS ARE OPEN FOR INSPECTION

Salesmaster

SHOPFITTINGS LTD

Regent House, Dock Road, Birkenhead Tel. BIR 8794

Please send me further details of
your Free Planning & Advisory Service

Name _____

Address _____

Salesmaster
Prescriptions are
the real cure for
shopfitting troubles.



Luxury fittings made from the best materials and specially designed

Let Salesmaster cure your shopfitting troubles.

Take advantage of our FREE ADVISORY SERVICE. Send coupon NOW!



delivery
on time!

RELIABILITY - OUR WATCHWORD

You can depend on this - Washington Chemicals will never let you down, because streamlined production keeps up with demand. And the demand is great for Magnesium chemicals so consistently good as these.



WASHINGTON
CHEMICALS

THE WASHINGTON CHEMICAL CO. LTD
WASHINGTON, COUNTY DURHAM, ENGLAND
A TURNER & NEWALL COMPANY

Phone: Washington 3333 · Grams: Chemical, Washington. Telex 53413 Newchem Wshngtn.
Area Offices at London and Manchester. Agents throughout the World

FOR CHEMISTS



DRUGS

SUNDRIES

Manufacturing Chemists

PILLS • TABLETS
PROPRIETARIES

HEAD OFFICE & WORKS: MANSFIELD ROAD, DERBY. Tel: 40671 (10 lines)

BRANCH WAREHOUSE: GROSVENOR ST., ASHTON under LYNE. Tel: 5161 (9 lines)

NORTH WINGFIELD ROAD, GRASSMOOR. Tel: HOLMEWOOD 481 (7 lines)

Over a million men wear



LITESOME
Supporters

MAN'S ESSENTIAL UNDERWEAR

**A LINE THAT IS EASY AND
TROUBLE-FREE TO HANDLE**

There's a steady profitable demand for the world famous 'Litesome' Supporter—well backed by consumer advertising and repeat-purchased year by year by men of all ages in all walks of life. Models to suit all purposes and waist sizes—all attractively packaged and priced including the "Standard," "Mayfair" and "Royale" models. Send for full details of prices, terms, dealer aids (Showcards, Leaflet Dispensers, Folders, etc.), to FASSETT & JOHNSON LTD., 86 Clerkenwell Road, LONDON, E.C.1. Telephone: Clerkenwell 2336, Distributors to the Chemist Trade, or direct to Keighley.

SOLE MANUFACTURERS • FRED HURTLEY & SON LTD • KEIGHLEY • YORKSHIRE

GRANOSE FOODS LIMITED
ANNOUNCE
**BIG SUMMER
TELEVISION CAMPAIGN**

on Southern Television
and Anglia Television for

GRANOSE
STARCH REDUCED
ROLLS

Starting April 1

PLUS Nationwide Press Campaign
in selected Magazines

*Small Retailer please note—
Minimum profit of over 21%
on only 2 cases!*

ATTRACTIVE WHOLESALE TERMS

GRANOSE FOODS LIMITED · WATFORD · HERTS

A PROVEN SERVICE

any quantity, anywhere

* DISINFECTANTS

PINEOLITE Pine Disinfectant, Coeffs. R.W.3 to 6 and concentrates.

STERILITE White Disinfectant, BSS R.W. values and non-staining qualities.

CRESOLOX Black Disinfectant, R.W.5/6 and R.W.18/20.

STEROLAV Sanitary Fluids to BSS.2893.

* ANTISEPTICS

BRISTOL Hospital Disinfectant, R.W.7/8.

LYSOL B.P. LIQUOR CHLOROXYLENOLIS B.P.

* DETERGENTS AND LIQUID SOAPS

KLENZITE Liquid Detergent.

BUTLER'S Liquid Soap, non-perfumed and perfumed.

PRESENTATION

Our products are available in sachets, bottles, tins and drums. We also deliver by road tank wagon.

TECHNICAL SERVICE DEPARTMENT

is situated at our Head Office, and welcomes your enquiries either directly or through our Branch addresses.

Established in 1843 as Distillers of Coal Tar, we were among the earliest producers of Carbolic Acid Disinfectants and Antiseptics. Today our range includes the more sophisticated preparations based upon Chlorinated Phenols in addition to the traditional items.

We have been suppliers for many years to Her Majesty's Government Departments and to Hospitals and Municipal Authorities at home and overseas.

The Butler Range is comprehensive and includes Cresolox Black and Sterilite White Disinfectants conforming to BSS.2462/1961-all Groups.

Ministry of Agriculture Approval for use under the Diseases of Animals Acts has been secured for both Cresolox and Sterilite Disinfectants at stated dilution ratios up to 1-99.



WM. BUTLER & CO. (BRISTOL) LIMITED

Head Office : ST. PHILIPS, BRISTOL 2. Tel: 77081/6

London Office : 31 CISSBURY RING NORTH, WOODSIDE PARK, N.12. Tel: Hillside 7351

Birmingham Depot : WORCESTER WHARF, BIRMINGHAM. Tel: Midland 1266/7

YOU CAN
RELY ON
BIG SALES
WITH
LION
HAIR CARE
PRODUCTS



NATIONALLY ADVERTISED DURING 1964 IN THE LEADING WOMENS MAGAZINES

* LION 8 small mesh nylon hairnet and the LION 9 invisible nylon hairnet. With thick or thin elastic and full range of shades. Packed on hanging cards for ease of display.

* LION rollernets. Natural companion for hair rollers.

* Surefit slumber nets. * Ascot vulcanite combs. * Surefit decorated net for evening wear.

* Surefit drip-dry nylon fashion scarves in a variety of plain shades.

Thousands of women will see these advertisements so make sure of your stocks NOW!

ROBERT SHAW & company Ltd

(WHOLESALE AND EXPORT ONLY)
ASCOT WORKS • ASCOT ROAD • NOTTINGHAM

BIG ADVERTISING

Year-round in Britain's
leading family magazines

WOMAN 11½ million readers · WOMAN'S OWN 10 million readers
WOMAN & HOME 3 million readers · EVERYWOMAN 1½ million readers
MY HOME 1½ million readers · MODERN WOMAN 1½ million readers

BIG PROFITS

UP TO
56%
PROFIT ON COST
ON BONUS TERMS

See your representative, or write to :
THOS. GUEST & CO. LTD.
92 CARRUTHERS STREET
ANCOATS · MANCHESTER 4

SURE SHIELD
LAXATIVES

WITH THE
Raspberry Flavour



Taste the fresh fruit — then feel the all-over freshness of complete, certain relief. Gentle, non-habit-forming, but truly effective in the time of need, Sure Shield are the ideal family laxative.

IDEAL FOR CHILDREN

Family size: 2/6 Personal pack: 1/3½

SURE SHIELD

STOCK NATRODALE VITAMINS NOW

**Gain Greater Sales
Higher Profit per Sale
Have a Sales-Plus
Factor over other
outlets**

Many medical and nutritional experts — e.g. as a leading Professor of Nutrition expressed in "The Lancet" (June 1963) — believe foods low in nutritional value are linked to the rapidly rising level of heart disease, ulcers, poor teeth, excessive weight and other diseases. There is medical evidence supporting the use of natural vitamins containing the complete nutritional combination that synthetics lack.

***Benefits from stocking Natrodale
Vitamins :***

- 1 Advertising support and promotion to increase demand in a rapidly expanding market.
- 2 Natrodale offer the most comprehensive range of natural vitamins and minerals available.
- *3 TOP PROFIT MARGIN PER SALE.
- 4 For sale from selected stockists only. A sales-plus factor.
- 5 High Quality has built repeat sales; goods available on a sale or return basis.
- 6 Prompt service on all orders

* For complete details write to:

NATURAL PHARMACY PRODUCTS DIVISION
J. I. RODALE & CO. LTD.,
Chestnut Close, Potten End, Berkhamsted,
Hertfordshire

DISEASES AND REMEDIES

NEW EDITION NOW AVAILABLE

A concise survey of the most modern methods of medicine, providing pharmacists (as well as nurses, physiotherapists, dieticians and almoners) with a text-book of information on the treatment of diseases and the drugs used. Accepted methods are explained, and the medicaments mentioned include some of very recent introduction.

**A
"C & D"
classic . .**

**PRICE
21/-
Postage 9d.**

The
CHEMIST AND DRUGGIST

28 ESSEX STREET, STRAND, LONDON, W.C.2

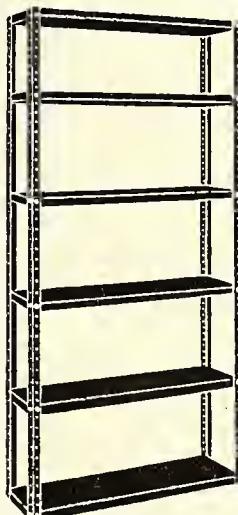
Telephone : CENtral 6565

Announcement by

RICHARD HUDNUT LTD.

STYLE SET 3oz- Retail Price 3/- List Price per doz. 21/3d.

Richard Hudnut Ltd., announce that due to rising expenditure resulting from the increased levels of labour costs, packaging and raw materials, the following product price increase is unavoidable and will take effect from the 1st April, 1964.



BRAND NEW STEEL SHELVING HEAVY GAUGE

Free delivery, N. Scotland, Ireland, I.O.M. 10% extra.

71" high x 34" wide, 12" deep with 6 shelves as illustrated. C.W.O. or C.O.D. **60/-**

Each shelf will hold over 3 cwt. Shelves adjustable every 2". Stove enamelled dark green. White enamel units 50% extra.

Height	Width	Depth	No. of Shelves	Price	Price each 3 or more	Extra Shelves
71"	34"	9"	6	58/-	56/-	7/-
71"	34"	12"	6	60/-	58/-	8/-
71"	34"	15"	6	69/-	67/-	9/6
71"	33½"	18"	6	81/-	79/-	11/6
85"	34"	12"	6	68/-	66/-	8/-
85"	42"	12"	6	86/-	84/-	11/-

HANDY DRAWER UNIT

BRAND NEW

42" high, 13" wide, 12" deep. 20 DRAWERS: 5" wide 3" high, 11½" long. Stove enamelled dark green. Direct from manufacturers. Write C.W.O. or C.O.D. now for list of other sizes.

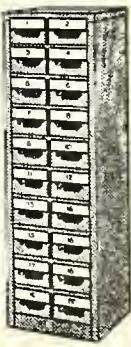
£7.15.0

Buy direct from the manufacturers.

ROCHDALE METAL PRODUCTS

Dept. C.D., Shawclough Works, Waterfoot, Rossendale, Lancs. RO5sendale 2450 Contractors to H.M. Government and United Kingdom Atomic Energy Authority

EXPORTERS OF STEEL SHELVING



Remember **HILKINSON** — the reliable name for binoculars and telescopes.

Instruments of top quality
Japanese manufacture



The 10 x 50 complete with case retailing at £15. An example from the Hilkinson range.

REPAIR SERVICE We offer an expert repair service for binoculars, telescopes and microscopes.

Further details and illustrated leaflets from

E. HILL & CO., LTD.

Hilkinson Works, 40, Potters Road, New Barnet, Herts.

Telephone: Barnet 3570

All purpose Combs

"FABULO" Brand (Regd.)
Patented design No. 907393

for backcombing, massaging,
curling, etc.

are now tops!

Supplied 1 dozen assorted colours in very attractive display carton

8/- per doz. + 25% P.T. Suggested Ret. 1/3d each

SAMPLE FREE ON REQUEST

Obtainable from the wholesale trade or direct from the manufacturers

ESTABLISHED 1921

HAETAM LTD.

63 CORPORATION STREET, MANCHESTER 4

Telephone: BLA 3882



THEY'LL SEE
IT
ADVERTISED...
THEY'LL COME
TO YOU TO BUY IT

Press advertising in

London and the Midlands,

TV flashes in the London area and

London Underground posters are now sending Goddard customers your way. Display Goddard's unique, time-tested embrocation to enjoy profitable sales and quick turnover.

GODDARD'S EMBROCATION

FROM LEADING WHOLESALERS OR WRITE
J. G. GODDARD & CO. LTD., 100 MONCRIEFF STREET, PECKHAM, LONDON, S.E.15

All nylon SUPPORT Stocking

One Chemist has sold 86 pairs in two weeks!

No rubber to perish

No prescription required

No measuring necessary

Exempt from purchase tax on the grounds of their therapeutic value. Good support, good appearance—look like ordinary nylons when worn. Sell once to your customer and repeats are automatic.

Advertised in National Press.

Attractive display material.

Four colours, three sizes (small, medium and large).

Send for sample, shade, card, literature, trade prices etc., to :

only

19/-
II

retail



GOLDEN Lady Sheer Relief SUPPORT stockings

C. J. PLUCKNETT & CO. LTD · CHARLTON VILLAGE · LONDON, S.E.7

Complete TABLET STRIP-PACKING
SERVICE to the Trade..



Enquiries invited
for 'catch cover' packing

MATTHEWS & WILSON LTD.

— — — — LARKHALL WORKS

MORRISH ROAD LONDON S.W.2

Tel: TULse Hill 5881/2



THE CHEMIST AND DRUGGIST

CLASSIFIED ADVERTISEMENTS

TELEPHONE: CENTRAL 6565

Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2.

APPOINTMENTS — 24/- per $\frac{1}{2}$ " s.c. minimum and pro rata. **AGENTS** — AUCTION SALES — BUSINESSES FOR SALE and WANTED — CLEARANCES and WANTS — CONTRACTS — MISCELLANEOUS — PATENTS — PARTNERSHIPS — PREMISES — PUBLIC and LEGAL NOTICES — SITUATIONS VACANT. Run-on — 4/- per line (minimum 20/-). Semi-display — 24/- per $\frac{1}{2}$ " s.c. minimum. Displayed with border rule, larger type faces and blocks — 60/- per s.c.i. minimum. Reduced rates for one-third, one-half and full pages on application. **SITUATIONS WANTED** — 6/- per 18 words minimum, then 4d. per word. Use of Box No. — 2/- Advertisements received by 4 p.m. Tuesday published same week.

PREMISES

BOGNOR REGIS. Out of town shopping precinct, large car park, 16 shops under construction. Rent £850 p.a., shop and maisonette. Apply A. C. Draycott, 8-14 South Street, Lancing, Sussex. Tel.: 2828. C 5970

BUSINESSES FOR DISPOSAL

CARSHALTON ROAD, Sutton, Surrey. Old-established pharmacy for sale. Shop, cellars and seven rooms, kitchen, bath, garden. Freehold £7,500. Maltby, Chartered Surveyors, 4 Sloane Street, S.W.1. Telephone: BEL. 4545. C 5964

NORTHERN IRELAND. Pharmacy in large provincial town. Good cash turnover and N.H.S. Particulars, Box C 5958.

BUSINESSES WANTED

MIDLANDS AREA! Drug stores wanted: Perks Medical Stores, Ltd., 16 New Street, Dudley, Wores. Dudley 52368. C 5962

APPOINTMENTS

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS

Senior Pharmacist

required. Whitley Council salary plus London Weighting. Apply to Chief Pharmacist. C 8990

BATTERSEA GENERAL HOSPITAL, BATTERSEA PARK, S.W.11

Locum Tenens Pharmacist or

Senior Pharmacist

required from 18th April, 1964, at Battersea General Hospital, Battersea Park, S.W.11. Apply Secretary. C 9000

BETHNAL GREEN HOSPITAL, CAMBRIDGE HEATH ROAD, LONDON, E.2

Dispensing Assistant

with Apothecary Hall certificate and previous hospital experience required. Modern department in acute General Hospital situated within a few minutes of Central Line Underground. Post offers varied work and excellent experience. Applications stating age, qualifications, details of experience and names of two referees to Hospital Secretary, Bethnal Green Hospital, Cambridge Heath Road, London, E.2. C 8942

BROOKWOOD HOSPITAL,
KNAPHILL, WOKING,
SURREY

Dispensing Assistant

Applications are invited for the above post. The successful candidate will be required to work under the supervision of the Chief Pharmacist. Residential accommodation (female) available. Excellent staff social club. Applications giving particulars of age, experience and qualifications together with the names of two referees to the Physician Superintendent as soon as possible. C 654

CAERNARVON & ANGLESEY
HOSPITAL MANAGEMENT
COMMITTEE

Pharmacist

required at the CAERNARVONSHIRE & ANGLESEY GENERAL HOSPITAL, BANGOR, with duties at other hospitals in the group (including Llandudno General Hospital) as required. Salary on the scale £725—£970 per annum. Whitley Council conditions of service and N.H.S. (Superannuation) Regulations apply. Applications, giving details of age, qualifications, posts held, and names and addresses of two referees, to Group Secretary, Caernarvon & Anglesey H.M.C., Group Offices, Coed Mawr, Bangor, N. Wales, within two weeks of the appearance of this advertisement. C 5972

CENTRAL MIDDLESEX
HOSPITAL,
PARK ROYAL,
LONDON, N.W.10

Pharmacist and Locum Pharmacist required. Applications, giving details of qualifications, experience and age, to Medical Director, as soon as possible. C 9006

CENTRAL MIDDLESEX
HOSPITAL,
PARK ROYAL,
LONDON, N.W.10

Senior Pharmacist

required. Applications, giving age, details of experience, etc., to Medical Director, as soon as possible. Whitley Council terms and conditions of service. C 9007

DORKING GENERAL
HOSPITAL,
HORSHAM ROAD,
DORKING, SURREY
(252 beds)

Chief Pharmacist (Category II)

Non-resident. Salary scale £940—£1,260 p.a. Establishment consists of advertised post plus part-time Pharmacist. Arrangements to visit the Pharmacy may be made with Hospital Secretary (Tel.: Dorking 3883). Applications giving details of age, experience, qualifications and naming two referees to Group Secretary, Redhill Group Hospital Management Committee, "Earlswood Mount," Pendleton Road, Redhill, Surrey. C 8993

CAMBERWELL HOSPITALS
MANAGEMENT COMMITTEE

Chief Pharmacist Category I

Applications invited for the post of Chief Pharmacist Category I, St. Francis Hospital, Constance Road, S.E.22. Salary £855 x £35 (2) x £40 (6) to £1,165 p.a. plus London Weighting allowance. Apply: Group Secretary, Dulwich Hospital, East Dulwich Grove, S.E.22. C 8976

CENTRAL GROUP
HOSPITAL
MANAGEMENT COMMITTEE,
MILDHAM MISSION
HOSPITAL

Locum Pharmacist-in-Charge

required for holiday relief duties, 7th to 19th September, 1964. Salary £23 2s. p.w. Apply to Chief Pharmacist, Metropolitan Hospital, Kingsland Road, E.8. Tel.: CLI. 6862. C 662

CENTRAL GROUP
HOSPITAL
MANAGEMENT COMMITTEE

Locum Pharmacist

required for holiday relief duties in Hospital within the group, 1st to 20th June, 1964, 8th June to 4th July, and 7th to 12th September, 1964. Salary £19 19s. Applications to the Chief Pharmacist, Metropolitan Hospital, Kingsland Road, E.8. Tel.: CLI. 6862. C 663

HAMMERSMITH HOSPITAL
AND POST-GRADUATE
MEDICAL SCHOOL,
DU CANE ROAD,
LONDON, W.12

Pharmacist

required at above general post-graduate teaching hospital (Category V). Post offers varied work and excellent experience. Department now being enlarged and modernised. Previous experience not essential. Whitley salary scale £725—£970 per annum, plus London Allowance. Applications stating age, qualifications and experience, and naming two referees, to Chief Pharmacist. C 8980

HAMMERSMITH HOSPITAL
AND POST-GRADUATE
MEDICAL SCHOOL,
DU CANE ROAD,
LONDON, W.12

Senior Pharmacist

required at above general post-graduate teaching hospital (Category V) to take charge of new, modern and well-equipped sterile products laboratory. Post offers wide range of experience, and opportunity to keep abreast of developments in general pharmacy. Whitley salary scale £810—£1,060 per annum, plus £45/£55 London Allowance. Applications, stating age, qualifications and experience, and naming two referees, to Chief Pharmacist. C 8979

Appointments—Continued**KENT COUNTY OPHTHALMIC
AND AURAL HOSPITAL,
MAIDSTONE, KENT****Locum Chief Pharmacist**

required at the above hospital for period 25th May to 13th June, 1964 (inclusive). Fees £24 13s. 6d. a week. Applications with names and addresses of two referees to the Group Secretary, Mid-Kent Hospital Management Committee, 103 Tonbridge Road, Maidstone. C 8982

**KING'S LYNN AREA
HOSPITALS MANAGEMENT
COMMITTEE,****WEST NORFOLK & KING'S
LYNN GENERAL HOSPITAL,
KING'S LYNN, NORFOLK****Locum Pharmacist**

required immediately for indefinite period. Salary £19 19s. per week. Residential accommodation for a female applicant could be arranged.

Applications to Group Pharmacist, Telephone King's Lynn 2255 (Extension 32). C 8996

**LONDON JEWISH HOSPITAL,
STEPNEY GREEN, E.1****Pharmacist**

required at the above hospital. Modern department giving good general experience. Every third Saturday morning off. Previous hospital experience not essential. Whitley Council conditions of service and salary. Applications in writing stating age, qualifications and experience and giving the names of two referees, to the Chief Pharmacist. C 8945

**KING'S LYNN AREA
HOSPITALS
MANAGEMENT COMMITTEE****Senior Pharmacist**

Applications are invited for the appointment of a Senior Pharmacist in the Group Pharmacy Department at the WEST NORFOLK & KING'S LYNN GENERAL HOSPITAL, KING'S LYNN, NORFOLK.

Whitley Council conditions of service and salary £810 rising to £1,060 (subject to 5 per cent. increase following Industrial Court Award), plus £25 higher qualification allowance where applicable. Supporting staff includes three Dispensing Assistants. Applications, stating age, qualifications, experience, and the names of two referees, to be sent to the Group Secretary, St. James' Hospital, Extons Road, King's Lynn, Norfolk. C 8997

**LONDON JEWISH HOSPITAL,
STEPNEY GREEN, E.1****Locum Pharmacist**

required at the above hospital. Modern department. Every third Saturday morning off. Previous hospital experience not essential. Salary £19 19s. per week. Applications to the Chief Pharmacist (Telephone STE 4251). C 8944

**MAIDENHEAD HOSPITAL,
BERKSHIRE****Locum Pharmacist**

required 20th to 25th April, and from 21st September to 6th October. In charge of department with one assistant. Salary £23 2s. per week. Accommodation may be available for female applicant. Applications to Secretary. C 8994

**ST. FRANCIS HOSPITAL,
CONSTANCE ROAD, S.E.22****Locum Pharmacist-in-Charge**

required St. Francis Hospital, Constance Road, S.E.22. Apply Group Secretary, Dulwich Hospital, S.E.22. C 8977

SITUATIONS VACANT WHOLESALE

**A young man or woman
aged about 25 required as**

**PERSONAL ASSISTANT
to TECHNICAL DIRECTOR**

of old-established firm of manufacturing and distributing wholesale chemists. A pharmaceutical background is essential. Knowledge of shorthand and typing an additional asset. Write giving details of past experience, present salary, etc., to Director, Box C 8999.

**Keen
Experienced
Medical
Representatives**

WRITE FULLY TO: SALES DIRECTOR,

DUNSTER LABORATORIES LTD., 14 YORKSHIRE ST., ROCHDALE

C 5941

SOUGHT for all areas by young company, where the journey from the bottom to the top can be a matter of months only. Initiative and hard work will lead to speedy promotion. Individualists welcomed. Car and usual perks provided.

**NETHERNE HOSPITAL,
COULSDON, SURREY**

Pharmacist or Dispensing Assistant
required. Pharmacist's salary £725 x £30 (2) x £35 (3) x £40 (2)—£970. Dispensing Assistant £453 x £21 x £20 x £26 (3) x £25—£597, both plus London Weighting allowance. Conditions of service as agreed by the Pharmaceutical Whitley Council. Temporary accommodation for single lady. Applications in writing with full particulars, together with the names of two referees to the Physician Superintendent. C 8989

**SOUTHMEAD HOSPITAL,
BRISTOL
(670 beds)**

Pharmacist
required at Southmead Hospital. This post offers wide experience in modernised department. Applications stating age, qualifications and experience to be sent to the Group Secretary, Southmead Hospital, Bristol, C 9001

**ST. ALBANS CITY HOSPITAL,
NORMANDY ROAD,
ST. ALBANS, HERTS
(403 beds)****Locum Tenens Pharmacist**

required from beginning of May 1964. Part-time would be considered. Whitley Council salary and conditions of service. Detailed applications giving names of two referees to the Hospital Secretary. C 659

**ST. ALBANS CITY HOSPITAL,
NORMANDY ROAD,
ST. ALBANS, HERTS
(403 beds)**

Senior Pharmacist or Pharmacist
Applications are invited for the above post at this general hospital within easy reach of Central London.

Locum Tenens Pharmacist

required immediately pending this appointment. Whitley Council salary and conditions of service. Applications stating age, qualifications and experience, together with the names of two referees, to the Chief Pharmacist. C 652

**THE ROYAL FREE HOSPITAL
GROUP,
NORTH WESTERN HOSPITAL,
LAWN ROAD, HAMPSTEAD****Dispensing Assistant**

21 years of age or over, required at the above hospital. Salary in accordance with Whitley Scale ranging from £452 to £678 plus London Weighting. Applications with names of two referees should be addressed to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 8962

ST. HELIER GROUP HOSPITAL MANAGEMENT COMMITTEE

Applications are invited for the following new appointments:

NELSON HOSPITAL,
KINGSTON ROAD,
MERTON, S.W.20

Chief Pharmacist (Category II)

This appointment offers wide scope for a suitably qualified person with a keen appreciation of all requirements of a modern pharmacy.

ST. HELIER HOSPITAL,
CARSHALTON, SURREY

Pharmacist

To be based at St. Helier Hospital (Category V) but also required to undertake duties at four small Units within the Group. Applications for both posts, stating age, qualifications, experience and names and addresses of two referees, should be addressed to The Group Secretary, St. Helier Hospital Management Committee, Carshalton, Surrey. C 8995

ST. JOHN'S & HITHER GREEN HOSPITAL**Pharmacist**

required at once. Applications to Hospital Secretary, St. John's Hospital, Morden Hill, S.E.13. C 656

ST. JOHN'S & HITHER GREEN HOSPITAL**Locum Pharmacist**

required, £19 19s. Apply Hospital Secretary, St. John's Hospital, Morden Hill, S.E.13. C 657

YORK "A" HOSPITAL MANAGEMENT COMMITTEE**Pharmacist**

required for Group Pharmaceutical Service based at the County Hospital, Monkgate, York. Salary scale £725 x £30 (2) x £35 (3) x £40 (2)—£970 (increase pending). Applications stating age, qualifications, experience and names of two referees to Group Secretary, Bootham Park, York. C 8966

PUBLIC APPOINTMENTS**HERIOT-WATT COLLEGE, EDINBURGH****PHARMACY DEPARTMENT**

Applications are invited for two Lectureships in the Pharmacy Department of this College which is being considered for elevation to University Status. Candidates should hold a good Honours Degree, with special qualifications in Pharmaceuticals or Pharmaceutical Chemistry. Previous teaching experience is desirable. Successful applicants will be expected to commence on 1st September, 1964, or as soon as possible thereafter. Staff are encouraged to engage in research and may be expected to supervise research students.

Successful applicants may be placed on one of the following salary scales according to qualifications and experience:

Grade II A—£1,100 x £90—£2,000.
Grade I —£1,330 x £90—£1,870
x £95—£2,250.

Applications should be made on the prescribed form obtainable with further particulars from the College Secretary, to whom they should be returned not later than 13th April. C 5962

SITUATIONS VACANT WHOLESALE

A MALE PHARMACIST is required

for the Manufacturing Division of The British Drug Houses Limited. The appointment offers an interesting future in which experience in staff control, mechanical equipment, packaging and distribution for Home and Export markets can be both utilised and gained. The company benefits include a Superannuation Fund with free life assurance and a generous Sick Pay Scheme.

Write with full details to:

**THE SENIOR PERSONNEL OFFICER,
THE BRITISH DRUG HOUSES LTD.,
GRAHAM STREET, LONDON, N.1**

C 9003

SITUATIONS VACANT**AGRICULTURAL APPOINTMENT**

We wish to appoint a pharmacist who will develop a new pharmaceutical department, to be operated by this farmer owned society covering Dorset, Somerset and parts of Devon. Agricultural experience essential. There will be close working with sales staff and shops operated by the Society. Salary according to qualifications, excellent prospects. Applications, which will be treated as confidential, should give details of age and experience and be addressed to the

**General Manager and Secretary,
South Western Farmers, Ltd.,
Unity Chambers,
Dorchester, Dorset**

C 5965

RETAIL (HOME)

ASSISTANT PHARMACIST required. High-class dispensing and family business. F. L. Ormerod, M.P.S., 3 Ashley Road, Altringham, Cheshire. C 5952

CHEMIST COUNTER ASSISTANTS required for London, E.C.1 and N.1. Highest salary paid in exchange for experience and loyalty. Apply in writing to the Managing Director, Kendale Chemists, 51 Exmouth Market, London, E.C.1. C 5927

OXFORD. Branch manager required for a modern shop with free accommodation in one of the town's very pleasant residential areas. Permanent position, Commission and pension scheme. The manager will be expected to use his own initiative in the running and stocking of the branch. Please apply Box C 5914.

BLACKPOOL CO-OPERATIVE CHEMISTS LIMITED invite applications from pharmacists (male or female) for position of branch manager. Progressive position for suitable applicant. Flat available if required. Superannuation scheme with transfer clause in operation. Applications in writing stating age, experience and present position, to Superintendent Chemist, Sheppard Street, Blackpool. C 5945

PHARMACIST MANAGERS. Managers are required for pharmacies throughout Great Britain. Salary is high with free accommodation, commission and pension schemes. Applicants will be required to use their own initiative in the running and stocking of the shops. Applications to Managing Director, John Kelsey Chemists Limited, 21 Lime Street, London, E.C.3. C 5922

PHARMACIST REQUIRED urgently, male or female, to take charge of business. Good prospects. Write stating experience and salary required. Robert Clarke, 8 Blackstock Road, London, N.4. C 5973

PHARMACIST MANAGER required by small company for modern branch shop near Leigh-on-Sea. Pleasant conditions and good remuneration. Three bedroomed maisonette available, also garage. W. A. Major, Ltd., 13 Rayleigh Road, Eastwood, Leigh-on-Sea, Essex. Telephone Southend-on-Sea 525604. C 5974

WHOLESALE

LABORATORY ASSISTANT required by West London house for experimental work in perfumery laboratory. Knowledge of chemistry essential. Five-day week. Write stating qualifications and salary required, to The Chief Chemist, Box C 5948.

Situations Vacant—Continued

GLAXO LABORATORIES
(IRELAND) LTD.

LADY PHARMACIST

A vacancy exists for a girl, aged 25-30 years. Experience of Retail and Hospital Pharmacy an advantage. Duties include:—

- (1) Handling of Technical and Commercial Enquiries.
- (2) Capability of taking charge of Sales Office.

Conditions of employment include:—

- (1) Attractive Salary.
- (2) Participation in:—
(a) Staff Bonus Scheme;
(b) Contributory Life Assurance and Pension Scheme.
- (3) Five-day week.

Detailed applications, in confidence, to:—

The Sales Manager,
35 & 37 Grand Canal St. Lt.,
Dublin, 2.

C 8965

MARKETING REPRESENTATIVE

with scientific background required for challenging career to promote ethical ophthalmic specialities in West End and teaching hospitals. Some travel envisaged. Age 25-32. Experience with major pharmaceutical manufacturer desirable. Excellent starting salary and opportunity for an aggressive self-starter. Reply in strictest confidence, giving full personal history details. Evening interviews arranged.

Mark envelope (MR/FBH).

ALCON LABORATORIES
INTERNATIONAL,
c/o The British Drug Houses Ltd.,
Graham Street, London, N.I.
C 9002

DESPATCH AND COMPOUNDING
MANAGER

required by

GIVAUDAN & CO. LTD.

for the blending, packing and despatch of perfume chemicals.

Experience in a similar capacity in the pharmaceutical/fine chemicals industry would provide the right background.

The successful applicant must be a good organiser and disciplinarian, and will be required to supervise a staff of 12 men and women.

No academic qualifications are required.

Working conditions are excellent in this rapidly expanding department. The salary level will be determined by previous experience and qualifications. Five-day week, Bonus and Pension Schemes, Canteen, Social facilities. Applications should be marked "Confidential" and addressed to:—

Personnel Manager,
GIVAUDAN & CO. LTD.,
Godstone Road, Whyteleafe,
Surrey C 5904

SITUATIONS WANTED

PRODUCTION MANAGER seeks change in London area. Over thirty years' practical experience in pharmaceuticals, etc., Box C 5971.

AGENTS

AGENTS required all areas South of and including London. Good commission. Write fully, Box C 5967.

AGENTS TO WHOLESALE CHEMISTS wanted for new exclusive battery operated toilet appliances. Apply: J. Horden (W. & A.) Ltd., Doddington Road, Wellingborough, Northants. C 8992

WELL-KNOWN COSMETIC COMPANY requires sole distributing agent for their products. Would consider Regional representation. Box C 5908.

WELL ESTABLISHED importing and distributing company in the Republic of Ireland specialising in photographic goods are interested in handling chemist sundries and toiletries. Excellent connections with pharmaceutical trade both in Dublin and the Provinces. They would like to hear from manufacturers of such goods seeking representation in the Republic. C 5943

WANTED

WANTED. Lowest c.i.f. Malta quotations for loose cod-liver-oil capsules in packages of 1,000, 5,000 or more. Reply, giving terms of payment with trade discounts, to Box C 5912.

AMPOULE EQUIPMENT, second-hand, is wanted by a pharmaceutical manufacturer. Small to medium-scale units in good condition for washing, filling, sealing and labelling ampoules are required. Please reply to Box C 5966.

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel: Park 3137-8. C 140

BUSINESS OPPORTUNITIES

MANLY MAN'S BELT. Nationally advertised "obtainable from chemists," 35/- Full trade terms. Order by waist from Manly Co., Manor House, Worcester Park, Surrey. DERwent 3877. C 635

TENDERS

MANCHESTER REGIONAL
HOSPITALS JOINT CONTRACTING
SURGICAL DRESSINGS, BOTTLES
AND CAPS

Tenders are invited for the supply and delivery to Hospital Management Committees in the Manchester Region of Surgical Dressings, Bottles and Caps.

Contractors desirous of receiving Forms of Tender for the Contracts, which will be for twelve months commencing on 1st July, 1964, are requested to make application in writing to the Group Supplies Officer, Bolton and District Hospital Management Committee, Bolton District General Hospital, Farnworth, Bolton, as soon as possible. C 8998

FINANCE

RELEASE CAPITAL tied up in book debts by using our Sales Finance service, CML, 115 Gloucester Place, W.1. C 5683

TRADE MARKS

TRADE MARK No. 512880 consisting of the word "CLOTABS" and registered in respect of "Chemical substances prepared for use in medicine and pharmacy," was assigned on 27th January, 1964, by Beecham Proprietary Medicines Limited, of Westfield Street, St. Helens, Lancashire, to Contabs Limited, of 93 Lewes Road, Brighton, 7, Sussex. *WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH IT WAS THEN IN USE.* C 5968

MISCELLANEOUS

FASHION JEWELLERY. Jodez (M/C), Ltd., 9 Sugar Lane, Manchester, 4, have now their new spring range of Necklets, Brooches, Bracelets, Rings, Hair Ornaments, 9 carat Gold Jewellery from the Continent in stock. Sales parcels still available. C 5824

PLASTIC BABY PANTS

8/9 per dozen, Carriage paid.
Special quotations for quantities.

Details and samples from manufacturers

A. & H. HEYMAN,
27 Grange Road, Darlington.

C 5910

COHAR FOR CARPETS offer 15%—20% saving, all leading makes, carriage free U.K. Huge saving on Venetian Blinds, Sewing Machines, Typewriters, Parquet Tiles, Furniture, Washing Machines, Refrigerators, Lawn Mowers and Power Tools. Showrooms at London, Leicester, Sheffield, Bradford, Leeds, Hull, Middlesbrough, Manchester, Newcastle, Bristol, Hadleigh (S.), Liverpool, Cardiff, Swansea, Aberdeen, Edinburgh, Cambridge, Plymouth, Bournemouth, Brighton, Glasgow, Dundee, Birmingham, Preston, Blackpool and Belfast. Write—Cohar Distributors, 47 Oswald Street, Glasgow, C.1. Or phone Glasgow CENTRAL 8325, Birmingham MIDLAND 8333, London CHAncery 2345. Manchester CENTRAL 2321. C 600

D&P **COMPREHENSIVE
QUALITY SERVICE**
*Used by dealers in all parts of
the country

BLACK & WHITE AND COLOUR

• **EVERY KIND OF FILM** processed by carefully controlled methods to manufacturers' specifications. • **RETURN POST** for Black & White and Ektachrome; Kodacolor D & P 2-3 days; competitive times throughout.

• **SPECIAL ATTENTION TO 35 mm ORDERS** (including individual film developing), copying and blocking out old photographs, hand coloured enlargements.

• **UNIQUE SHOW MATERIAL** including counter album.

Aris Photographic
Aris Photographic Services Limited
37, DENMARK RD. WINTON,
BOURNEMOUTH, Hants. Tel: Winton 526

C 660

**CUMULATIVE LIST OF AMENDMENTS TO THE C.&D.
Quarterly Price List MARCH 1964**

A. & P. (104 BP)							
infant powders	..	17	6	4	4½	2	3
Adaptoplast (339 CG)							
dressings, first aid	M286	8	6	—	—	1	0
	M285	17	0	—	—	2	0
Delete Adrenaline (1086 Rouse)							
cream 1-5000	2 oz, 4 oz & 8 oz						
Adroyd (938 PD)							
tablets ..	..	30	18	0ea	—	27	0
	100	55	8ea	—	83	6	ts4E
	250	131	8ea	—	197	6	ts4E
Insert Agfa (16 Agfa)							
binoculars 8 x 30	..	..	..	..	..	406	0
case ..	..	..	..	..	..	65	8
10 x 40 ..	..	..	..	..	..	544	0
case ..	..	..	..	..	..	72	11
films Isopan							
F and ISS ..	..	127	..	..	..	3	9
	120	..	..	..	..	3	9
	620	..	..	..	..	3	9
35 mm cassette 36 exp.	..	..	..	..	..	7	5
karat cassette 12 exp.	..	..	..	..	..	5	1
Record ..	..	120	..	..	..	4	8
Albion (25 AS)							
ichthammol soap ..	..	10	0	2	5½	1	4
milk and sulphur soap ..	..	9	5½	2	3½	1	3
	17	2	..	4	2	2	3
Alcin (1037 Reckitt)							
tablets ..	..	32	14	6	3	6½	2
Amadis (Pierre Cardin (1475 Concorde))							
perfume standard ..	½ oz	..	..	..	..	52	6
	½ oz	..	..	..	..	79	6
	1 oz	..	..	..	..	119	6
	2 oz	..	..	..	..	179	6
atomiser refill ..	..	..	..	..	..	35	0
toilet water aerosol ..	..	..	..	..	..	105	0
refill ..	..	..	..	..	..	63	0
Ambramycin (894 Nicholas)							
tablets ..	..	250 mgm	250	2ea	—	403	9
Ambre Solaire (525 Golden)							
lait hydratant ..	..	60	0	15	0	8	9
Ambré Soie (525 Golden)							
home tan aerosol ..	6 oz	92	7	23	2	13	6
Anadin (655 ICC)							
tablets ..	..	20	17	0	4	3	2
	50	32	2	8	1	4	3
	100	54	11	13	9	7	3
Andre Philippe (48 AP)							
bath salt vase ..	..	17					
bubble bath and cologne set ..	..	27	54	0	13	6	7
lacquer ..							
Insert Andre Philippe (48 AP)							
light spray 16 oz N/T-1							
perfumed or non-perfumed							
Delete spray refill bottle	..	9					
ANP 235 (768 LA)							
powder vials 250 mgm	10	40	0ea	10	0ea	—	
tablets ..	100 mgm	100	25	0ea	6	3ea	—
		500	112	6ea	28	1½ea	—
Delete Aphrodisia (Fabergé) (1444 MDL)							
Insert Aphrodisia (Fabergé) (1092 Saga)							
Avazyme (369 DL)							
tablets ..	..	48	47	4ea	—	71	0
Ayrton (78 AS&Co.)							
honey (clear or set) ..	½ lb	21	0	—	—	2	6
	1 lb	35	0	—	—	4	0
Babezone (488 Fylde)							
bronchial syrup ..	3 oz	18	4	4	7	2	9
Delete Barnmene (422 EGC) existing entries							
Insert Barnmene (422 EGC)							
(distributors 1318 KWM)							
yeast extract tube	½ oz	13	6	—	—	1	6
polystyrene jar	¾ oz	22	6	—	—	2	6
	8 oz	39	0	—	—	4	4
glass jar	16 oz	70	6	—	—	7	10
low sodium ..	5 oz	33	0	—	—	3	8
Insert Barr & Stroud (91 B&SL)							
binoculars							
6 x 30.5 ..	C.F. 20	..	..	..	..	546	6
	C.F. 10	..	..	..	..	586	6
8 x 30.5 ..	C.F. 38	..	..	..	..	626	6
	C.F. 18	..	..	..	..	666	6
	C.F. 27	..	..	..	..	746	6
	C.F. 24	..	..	..	..	786	6
12 x 50 ..	C.F. 49	..	..	..	..	1289	6
	C.F. 39	..	..	..	..	1349	6
10 x 42 ..	C.F. 53	..	..	..	..	968	6
	C.F. 42	..	..	..	..	1008	6

Beecham's (104 BP)							
pills	17	6	4	4½	2	3	
	37	0	9	3	4	9	
	24	101	0	25	3	7	
powders	17	6	4	4½	2	3	
	37	0	9	3	4	9	
	60	127	0	31	9	3½	
tablets	17	6	4	4½	2	3	
	37	0	9	3	4	9	
<i>Insert</i> Bendix (1360 ZCC)							
handcleaner deep/clean 8 oz	31	6	—	—	3	6	
	1 gall	13	9ea	—	—	18	6
Benylets (938 PD)							
lozenges	24	18	10	4	8½	2	9
Benzodent (1489 Cottrell)							
denture ointment tube	.. .	.. .	.. .	.. .	.. .	3	0
Besorbon (691 Kemsales)							
snuff	17	4	4	4	2	6	
Biskoids (175 BCP)							
tablets	100	13	6	—	1	6	
	200	24	9	—	2	9	
	500	58	6	—	6	6	
Bisma Calna (211 Butler)							
cream .. . . . .80oz	12	0ea	—	—	18	0	
<i>Insert</i> Body Bulk (422 EGC)							
(distributors 1318 KWM)							
chocolate & malt .. 1 lb	7	0ea	—	—	10	6	
	3 lb	15	9ea	—	—	21	0
	7 lb	31	6ea	—	—	42	0

THIS WEEK'S CHANGES AT END OF LIST

Breeze (750 Lever)									
soap, bath	3 doz	34	10	8	6	1	4	½	
Insert	new, toilet	3 doz	25	4	6	2	1	0	
	bath	3 doz	42	3	10	4	1	8	
Delete	tablets								
Insert	Britex (1018 PB)								
	"sixty-five" microscope		..	..	..	570	0	
	Bydolax (859 Moore)								
	capsules	dp 250	10	4ea					
	suppositories	dp 100	21	0ea					
	Carnation (339 CG)								
	callous caps	..	13	0	3	3	2	0	
	corn caps	..	12	0	3	0	1	9	
	Cassells (Dr.) (104 BP)								
	tablets	..	44	2	—	—	4	9	
Insert	Cavalier (1107 Schimmer)								
	prophylactics (3)	..	54	0	—	—	3	0	
				(gross)					
	Ceefeez (1490 IAPS)								
	tablets	..	8	17	7	4	3½	2	6
	Clevac (571 Stagg)								
	granules	dp 500 gm	22	0ea	—	—	—		
		dp 1000 gm	42	4ea	—	—	—		
	tablets	dp 250	11	2ea	—	—	—		
		dp 1000	43	6ea	—	—	—		
	Cephos (104 BP)								
	powders	..	17	6	4	4½	2	3	
			37	0	9	3	4	9	
		60	127	0	31	9	—	3½	
	tablets	..	17	6	4	4½	2	3	
			37	0	9	3	4	9	
		48	203	0	50	9	—	7	
	Chloromycetin (938 PD)								
	Kapsseals 0.25 gm	..1000	835	8ea	—	1253	6	T	
	Gigenda (175 BCP)								
	anti-smoking lozenges		85	6	—	9	6		
	Colgate (280 CP)								
	chlorophyll tooth-paste		17	2	4	4	2	3	
		large	24	9	6	3	3	3	
		dental cream	standard	17	2	4	2	3	
			large	24	9	6	3	3	
		ex. large		33	0	8	3	4	
			family	41	10	10	6	6	

when prescriptions call for **INSULINS**, supply

WELLCOME

• SOLUBLE • LENTE • PROTAMINE ZINC • GLOBIN



BURROUGHS WELLCOME & CO. (*The Wellcome Foundation Ltd.*) LONDON

Colliron (436 Evans)	.. 4 oz	45 0	11 3	6 7		arachis oil .. dp 130 mls	27 0	
	8 oz	79 0	19 6	11 6		mag. sulph. .. dp 130 mls	24 0	
	2 litres	43 6ea	10 10 ^{1/2} ea	76 2				
Con-Orf (488 Fylde)	..	102 0	—	12 9		Flex (1052 Revlon)		
aerosol (vet.) ..						hair conditioner tube 4 oz	99 6	24 10 ^{1/2} 14 6
Con-Ped (488 Fylde)	..	102 0	—	12 9		Insert standard size ..	34 1	— 3 11
aerosol (vet.) ..						Foster Lamb (488 Fylde)		
Coopers (295 CM&R)	..	47 3	—	4 11		aerosol (vet.) ..	150 0	— 18 9
Insert Delete Delete	garden spray ..	35 3	—	3 11		Freeze (191 BVF) vacuum-ware		
	62 3	—		6 11		Froflo (1349 LW) existing entries		
Corvette (665 JS)	..	27 6	6 8 ^{1/2}	4 0		Insert feeding bottles wide neck		
Insert shaving bowl refill ..						high density polythene	162 0	2 3
Coscopin (436 Evans)	..	44 0	—	5 6		heat resisting glass ..	217 0	2 11
linctus ..	.. 4 oz	43 6ea	—	65 3		in new clear plastic ..	260 6	2 6
paediatric ..	.. 4 oz	44 0	—	5 6		spare caps and discs (3)	84 3	1 3
	2 litres	43 6ea	—	65 3		teats ..	56 3	10
Coscotabs (436 Evans)	tablets ..	12	28 0	—	3 6			
C-Prin (810 Maw)	490-01	12 0	3 0	1 9		French & Scott (481 F&S)		
Crystapen V (518 Glaxo)	syrup 62.5 mgm/5 mils	60 mils	2 8ea	—	4 0	lemon liquid shampoo		
Insert Cuban Boy (422 EGC)	(distributors 1318 KWM)					sachet	7 3	1 10 1 1
molasses tablets ..	100	22 0	—	2 9		bottle 4 oz	39 0	9 9 5 9
	250	46 0	—	5 9				
	400	70 0	—	8 9		Gale's (449 JF)		
Cupal (333 Cupal)	baby soothng syrup					honey clear and set ..	20 0	2 0
Delete Delete	violet oil large					1 lb	33 4	— 3 4
Custom (1505 CD&C)	cameras					12 oz	29 2	— 2 11
	Minor 200 with case	..	..	294 0		Geriplex (938 PD)		
	Major 220 with case	..	..	378 0		Kapsseals ..	100	32 0ea 8 0ea 56 0
Dermalac (938 PD)	skin lotion ..	100 mils	38 0	9 6		Glucodin (518 Glaxo) ..	1 lb	27 0
Delete Dermisol (1086 Rouse) all sizes				5 6		Goa (1503 N&B)		
Dettol (1037 Reckitt)	..	C 20 1	—	—		binoculars 8 x 30 ..		524 9
	B 34 0	—				Golden Babe (1164 SSL)		
Dettolin (1037 Reckitt) ..	B	17 8	4 3 ^{1/2}	2 6		Snuggl-pants, small, med.		
De Witt's (372 De Witt)	antacid tablets					large and ex. large ..	23 4	— 2 11
Dicymen (95 Baxter)	ampoules ..	6	23 10ea	—		baby pants all sizes ..		
	tablets ..	100	77 11ea	—		Gowar (1503 N&B)		
Disprin (1037 Reckitt)	junior ..	dp 500	12 6ea	—		binoculars 8 x 30 ..		566 9
	..					Granose (535 Granose)		
Dorminal (147 Boots)	tablets gr. 1 ..	500				rolls ..	15	14 10
Delete Delete						30	26 8	— 2 10
Draizine (1154 S&N)						Griptight (1349 LW)		
Dreamland (403 EA)						Insert Griptight (1349 LW)		
Insert Insert	Dreamland (1501 DEA)					feeding bottles narrow neck ..		
	McMemrie time switch ..					high density polythene ..	108 0	1 6
Duncaine (394 DF)	plain					heat resistant glass complete ..	143 0	1 11
	ampoules 0.5% 10 mils	25	25 0ea	—		in carton without teat ..	112 0	1 6
	1% 10 mils	25	27 6ea	—		without carton or teat ..	106 0	1 5
	with adrenalline 1-200,000					in new clear plastic ..	186 0	2 6
	ampoules 0.5% 10 mils	25	25 0ea	—		soothers ..		
	1% 10 mils	25	27 6ea	—		carded cherry or straight ..	39 6	7
Insert Durham Duplex (700 K&S)	razor hair trimmer ..	52 6	13 1 ^{1/2}	6 11		all rubber cherry or straight ..	90 0	1 3
	blades (5) ..	19 2	4 9	2 6		rattle ..	52 0	18 6
Elizabeth Arden (60 Arden)	bride's box ..	..	..	77 6		whistle ..	75 0	1 3
Endocil (917 Organon)	day-care ..	7 2ea	1 9 ^{1/2} ea	12 6		teats ..		
	Eno's Fruit Salt (104 BP)	13 3	3 4	1 8		carded cherry or straight ..		
		27 11	7 0	3 6		standard flow only ..	22 6	5
		47 2	11 9 ^{1/2}	5 11		international, small ..		
						standard or large flow ..	39 0	7
Enterosorb (1352 Wyeth)	tablets (vet.) ..	250	68 5ea	—	89 6			
Estigyn (179 BDH)						Griptiny (1349 LW)		
Delete	elixir					Insert Griptiny (1349 LW)		
Eugene (431 Eugene)	liquid cream shampoo sachet	4 7	1 2	8		feederette ..		1 9
Delete	Eulissin A (34 A&H)					..	118 0gross	—
	Eumig (678 J of H)							
	projector					Halex (560 Halex)		
	P8 automatic novo ..	..	..	795 0		high chair ..	F470	
Euthymol (938 PD)	toothpaste ..	15 6	3 10 ^{1/2}	2 3		Harriet Hubbard Ayer (852 Molyneux)		
	..	22 4	5 7	3 3		mascara super long ..	239	22 6
Ever Ready (438 ER)	shaving brushes 1 & 2					refill ..	240	15 0
Delete	Fabulo (554 Hætman)					Haze (1037 Reckitt)		
	hair rollers or curlers					standard size ..	..	3 11
	No. 09 ..	9	11 0	2 9	1 8			
	007 ..	7	10 6	2 7 ^{1/2}	1 7	H. E. B. (589 HER)		
	16 ..	6	11 0	2 9	S. S. cream ..	.. 3 oz	41 0	
	24 ..	4	10 6	2 7 ^{1/2}	8 oz	41 0	10 6	
	24T ..	4	10 6	2 7 ^{1/2}	24 oz	74 0	19 0	
	33 ..	3	11 0	2 9	..	17 9ea	4 5ea	
	314 ..	4	10 6	2 7 ^{1/2}		31 0		
Insert Fairway (438 ER)	..	41 0	10 0	6 0				
	Famel (690 Keldon)					Hi-Lift (422 EGC)		
	syrup ..					(distributors 1318 KWM)		
	small ..	24 7	6 2	3 3		molasses and yeast		
	family ..	64 4	16 1	8 6		tablets ..	.. 60	17 0
	childrens ..	26 0	—	3 0		150 36 0	—	
						350 62 0	—	
Ferlucon (436 Evans)	elixir ..	.. 4 oz	61 0	—			7 3	
	2 litres	46 0ea	—	69 0		Hilkinson (606 Hill)		
Ferraniacolor (884 NB)	cine film 8 mm.	..	..	24 4		binoculars 8 x 30 ..		
Insert	25 ft.	..	..	42 0		10 x 50 ..		
	1 mm.	..	..	71 2		20 x 60 ..		
Ferro-Mandets (746 Lederle)	100 ft.	..	..				225 0	
							300 0	
							477 6	
Fields (462 Field)	shave stick ..	6 4	1 7	10		Hi-Vi (1053 Rexall)		
Flawless (256 CPL)	medicated soap ..	8 4	2 1	1 3		vitamin tablets ..	.. 24	29 0
Fletcher's (466 FF)	disposable retention enemas					trial	8 7	1 4

Simple (25 AS) complexion soap .. 8 9 2 1½ 1 3	Varnaid (1500 Bennett) nail varnish aid .. 14 0 3 6 1 9
Slimasoup (175 BCP) dietary soup .. packet 14 0 — 1 6	Vasogen (720 Lactogol) silicone ointment 20 gm 26 10 6 8 3 9
Small Change (347 Dalmas) puff bunnies .. 60 17 4 — 2 2	50 gm 50 0 12 6 7 0
Sodium- γ -lactate solution (413 Lilly) ampoules .. 6 33 4ea — 50 0	
25 100 0ea — 150 0	
Insert Solar (979 Photax) slide viewer 55 0	
Insert Solarmatic (979 Photax) slide viewer 78 6	
Spire (78 AS&Co) olive oil .. 2½ oz 10 6 — 1 3	
5 oz 18 6 — 2 4	
10 oz 32 6 — 4 6	
S.R. (509 Gibbs) Delete tooth-paste aerosol	
Insert Stellar (979 Photax) slide viewer	
Steradent (1037 Reckitt) B 12 8 .. 28 6	
A 21 11 5 4 2 11	
X 30 11 7 6½ 4 2	
Delete Sterilocaine (970 PM) all sizes	
Suba-Seal (479 WF) bathing caps floral	
Alice Band .. 71 0 7 0 9 6	
Avalon .. 94 0 9 0 12 6	
Beach Set .. 165 0 16 0 22 0	
Cascade .. 222 0 21 0 29 6	
Palm Beach .. 71 0 7 0 9 6	
douche, fountain 1A18 79 4 — 9 11	
feeding bottles	
boilable 4 oz 5A32 13 4 — 1 8	
Suite 16 (Pierre Cardin (1475 Concorde))	
perfume standard .. ½ oz 52 6	
½ oz 79 6	
1 oz 119 6	
2 oz 179 6	
atomiser refill 35 0	
toilet water aerosol 105 0	
refill 63 0	
Sulpenin V (34 A&H) tablets 10 49 0 — 6 1½ ½ 4B	
100 27 4ea — 41 0 ½ 4B	
Delete Sulphathiazole (413 Lilly) ointment 5% .. 1 oz & 1 lb	
Sunbeam (1199 Sunbeam) hair dryer .. XHD7 176 3	
Delete Surfacaine (970 PM) all sizes	
Insert Sweetheart (638 HDS) drinking straws .. 50 36 0 — —	
8½ in. .. 100 48 9 — —	
10½ in. .. 100 65 0 — —	
Swiss-Cup (535 Granose) coffee substitute 1½ oz 28 6 — 3 0	
Sylvia (339 CG) maternity pads .. 39 0 — 4 6	
sanitary towels size 0 20 9 — 2 3	
size 1 23 0 — 2 6	
size 2 27 6 — 3 0	
size 3 34 3 — 3 9	
Synalar (649 ICI) aerosol spray .. 30 gm 111 0 — 13 10½ TS	
Synalar-N (649 ICI) aerosol spray .. 30 gm 117 0 — 14 7½ TS	
Tabloid (208 BW) emetine and bismuth	
iodide gr. 1 .. 36 20 4ea — 30 6 ½ 1	
Tedral (1310 WW) tablets .. 500 26 0ea — 39 0 ½ 4A	
Tek (674 JEP) tooth-brush bristle short-head .. 24 0 — —	
Delete Testosterone propionate (179 BDH) ampoules 1 mil/5 mgm 6 & 25	
Theo-Organidin (369 DL) elixir .. 8 oz 78 6 20 0 11 6	
Thiodet (818 M&B) test kit .. 12 0ea — 18 0	
Topnote (1157 S) aerosol .. 8 oz 34 6 — —	
Toptan (1157 S) mousse aerosol .. 6 oz 39 6 — —	
oil aerosol .. 6 oz 39 6 — —	
Insert Trasylol (452 FBA) ampoules 5,000 k.i.u.	
5 mils 5 42 4ea — 63 6	
25,000 k.i.u./ 25 200 0ea — 300 0	
5 mils 5 166 8ea — 250 0	
25 750 0ea — 1125 0	
Trimetts (1262 UL) biscuits .. 36 9 — 4 1	
Delete Trophysan (1106 S) Insert Trophysan (802 MS)	
Tru-Gel (893 Nicholas) .. 20 3 5 1 2 11	
Insert U.C.G. (369 DL) pregnancy test .. 10 90 0ea — 135 0 ½ 4B	
Unipotol (1258 UP) eye drops .. 5 mils 90 0 — 11 3 TS	
U.R.A. (912 O) ointment .. 1 oz 25 0 6 3 3 6	
suppositories .. 12 39 3 9 10 5 6	
Insert Varimex (1503 N&B) binoculars 8 x 40 .. — — 321 0	

THIS WEEK'S CHANGES

NEW and altered entries notified for the first time

A = Advanced. *R* = Reduced.

Entries new this week are marked thus:— ●

A No. 90 (548 Guerlain)								
brillantine	..	2 oz	..	..	..	..	13	6
creme hydratante	..	4 oz	..	..	..	..	29	6
eau de Cologne		1 $\frac{1}{2}$ oz	..	..	..	..	21	6
		3 $\frac{1}{2}$ oz	..	..	..	..	33	6
		7 oz	..	..	..	..	52	6
		17 $\frac{1}{2}$ oz	..	..	..	..	92	6
		35 $\frac{1}{4}$ oz	..	..	..	..	166	0
perfume	..	..	..	..	..	..	49	0
		..	..	..	..	..	75	0
		..	..	..	..	..	128	6
		..	..	..	..	..	252	0
		..	..	..	..	..	345	0
talcum powder	..	tin	..	..	..	..	8	6
		bottle	..	..	..	..	11	9
dusting powder	..	..	..	..	..	..	28	6
toilet water	..	3 $\frac{1}{2}$ oz	..	..	..	..	38	6
		8 $\frac{1}{2}$ oz	..	..	..	..	70	6
		17 $\frac{1}{2}$ oz	..	..	..	..	120	0

R Alderlin (649 ICI)

Injection 10 mgm	5	20	Oea	—	30	0	eyebrow pencil	..	..	..	..	5	3
tablets 0.1 gm	50	15	Oea	—	22	6	eye cosmetic	..	..	..	..	21	0
	250	60	Oea	—	90	0	refill	..	..	..	..	7	0
Anthisan (971 PSMB)							eye liner	..	..	..	..	17	6
Insert A	tablets 50 mgm	500	24	10ea	—	37	3	eye shadow	9	6
	dusting powder drum	311	—	—	12	6	eye shadow stick	..	..	..	..	14	6
	spray bottle	336	—	—	7	6	refill	..	..	..	..	9	6
	perfume concentrated	344	—	—	25	0	face powder	..	..	..	..	18	0
		445	—	—	45	0	compressed	..	..	..	..	24	0
	handbag spray	530	—	—	19	6	refill	..	..	..	..	21	0
	perfume mist	440	—	—	19	6	handkerchief tissues	100	..	..	..	13	6
	skin perfume	334	—	—	12	6	lip brush	..	..	..	..	3	9
		343	—	—	21	0	lipstick case	..	..	..	..	7	9
	solid fragrance stick	316	—	—	8	0	Refill	..	..	..	..	8	9
A	Apres l'Onde (548 Guerlain)	perfume	.. 1 oz	—	63	6	misty tan aerosol	..	..	..	..	17	0
		2½ oz	—	—	119	0	rouge compact	..	..	..	..	13	6
	toilette water	3½ oz	—	—	38	6	cream	..	..	..	..	9	6
		8½ oz	—	—	70	6	shampoo	.. 8½ oz	—	..	..	18	6
		17½ oz	—	—	120	0	soap	..	..	..	..
							amandes, fleurs des alpes,	..	..	..	..
							new mown hay	.. 3 oz	..	..	..	4	2
							6 oz	..	..	..	..	7	0
							bouquet des hesperides,	..	..	..	..
							jasmin, patchouly, santal,	..	..	..	..	5	6
							verveine	.. 3 oz	..	..	..	9	3
							6 oz	..	..	..	..
							gardenia, geranium, iris,	..	..	..	..	6	4
							lavande, vetiver	.. 3 oz	..	..	..
							6 oz	..	..	..	..
							jeune age (4)	..	..	..	..	11	3
							sport cream	.. tube	..	..	..	7	0
							jar	..	..	..	..	10	6
							sun cream	..	..	..	..	22	0
							suntan oil	..	..	..	..	13	6
							teint dore	..	..	..	..	13	6
							telescopic sprays	..	..	..	..	19	6
							for men	..	..	..	..
							after shave lotion	.. 324	..	..	..	18	0
							special	.. 329	..	..	..	14	0
							brillantine	.. 341	..	..	..	13	6
							eau de Cologne	.. 390	..	..	..	33	6
							399	..	..	..	..	52	6
							eau de Vetiver	.. 88	..	..	..	39	0
							hair lotion	.. 396	..	..	..	17	0
							toilet water	.. 394B	..	..	..	24	6
							R Heaven Sent (596 HR)	..	..	..	..
							dusting powder drum	486	..	..	..	12	6
							hand lotion	.. 494	..	..	..	9	0
							perfume crystal bottle	484	..	..	..	45	0
							perfume mist	.. 441	..	..	..	19	6
							perfume handbag spray	531	..	..	..	19	6
							skin perfume	.. 480	..	..	..	12	6
							Helena Rubinstein (596 HR)	..	..	..	..
							beauty case	.. 40	..	..	..	79	6
							42	..	..	..	..	119	6
							46	..	..	..	..	159	6
							deep cleanser	.. 123	..	..	..	7	6
							146	..	..	..	..	12	6
							156	..	..	..	..	19	6
							herbal skin tonic	.. 161	..	..	..	8	0
							Herbessence bath set	.. 526	..	..	..	27	6
							bath soap (3)	.. 285	..	..	..	21	0
							medicated cream	.. 80	..	..	..	7	6
							overnight cream	.. 112	..	..	..	12	6
							pasteurized cream	.. 143	..	..	..	21	6
							144	..	..	..	..	14	6
							145	..	..	..	..	26	0
							pore washing cream	.. 187	..	..	..	8	6
							refining lotion	.. 160	..	..	..	8	6
							167	..	..	..	..	14	6
							silk minute make-up puff	.. 89	..	..	..	1	3
							skin clearing cream	.. 81	..	..	..	6	6
							107	..	..	..	..	10	6
							sun tonic, tube	.. 359	..	..	..	12	6
							sun tan cream, tube	.. 348	..	..	..	7	6
							Water Lily cleansing cream	.. 139	..	..	..	9	0
							140	..	..	..	..	15	6
							Hibitane (649 ICI)	..	..	..	..
							diacetate 1% aerosol	..	..	..	..
							165 mls	78	0	19	6	9	9	
							R Hydrocortisyl (1087 Roussel)	..	..	..	..
							eye ointment, 2%	.. 3 gm	42	0	—	5	3	
							injection, 25 mgm/ml	..	..	..	..	TS	
							5 mls	63	0	—	..	7	10½	
												6	0	
							skin lotion, ½ %	.. 20 mls	48	0	—	..	6	0
							1% 20 mls	72	0	—	..	9	0
							skin cream or ointment	..	..	..	..	TS	
							½ % 15 gm	42	0	—	..	5	3
							50 gm	96	0	—	..	12	0	
							1% 5 gm	33	0	—	..	4	1½
							15 gm	60	0	—	..	7	6	
							50 gm	13	3ea	—	..	19	10½	
							200 gm	49	0ea	—	..	73	6	
							2½ % 5 gm	54	0	—	..	6	9
							15 gm	120	0	—	..	15	0	
							50 gm	29	0ea	—	..	43	6	
							Insert Jackson's (1428 BJB)	..	..	..	..
							anti-fever powders	.. 50	5	0	1	3	2	
							influenza and fever powders	.. 50	5	0	1	3	2	
							A Jicky (548 Guerlain)	..	..	..	..
							bath oil	.. ½ oz	..	..	..	19	6
							brillantine	.. 2 oz	..	..	..	13	6
							eau de Cologne	.. 1½ oz	..	..	..	21	6
							3½ oz	..	..	..	..	33	6
							7 oz	..	..	..	..	52	6
							17½ oz	..	..	..	..	92	6
							35½ oz	..	..	..	..	166	0

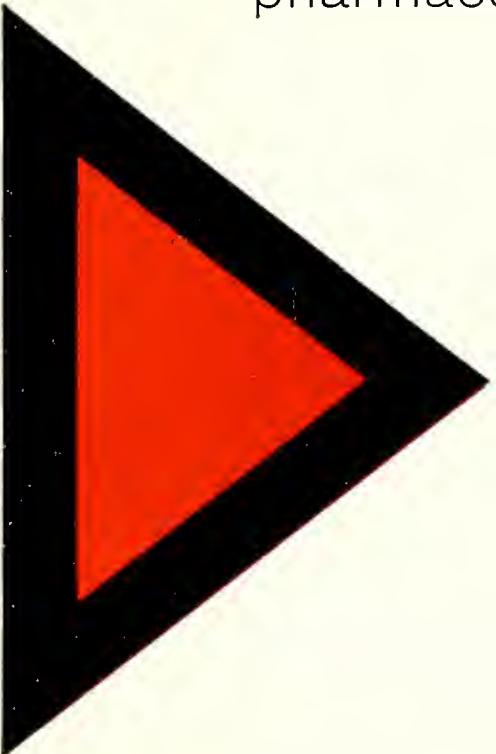
hair lotion ..	8 $\frac{1}{2}$ oz ..	42 0	crystal bottle ..	448	—	—	49 6
perfume ..	1 oz ..	35 0	dusting powder flask ..	394	—	—	9 6
	1 oz ..	49 6	spray bottle ..	434	—	—	8 6
	1 oz ..	76 0	skin perfume ..	381	—	—	19 6
	2 $\frac{1}{2}$ oz ..	132 0	soap toilet (3) ..	386	—	—	11 6
soap, toilet ..	3 oz ..	170 0	Nouveau Gardenia (301 Coty)				
bath ..	6 oz ..	7 6	dusting powder ..	060	85 6	20 10	13 0
talcum powder ..	tin ..	12 9	dusting powder ..	060	89 9	21 1	13 6
	bottle ..	8 6	Insert Nupa-Saf (1154 S&N)				
dusting ..		11 9	tablets, 1000 mgm ..				
toilet water ..	3 $\frac{1}{2}$ oz ..	28 6	tablets, 100 mgm ..				
	8 $\frac{1}{2}$ oz ..	38 6	A Ode (548 Guerlain)				
	17 $\frac{1}{2}$ oz ..	70 6	creme hydratante ..	4 oz	..	..	29 6
		120 0	eau de Cologne ..	1 $\frac{1}{2}$ oz	..	..	24 6
Johnson's (672 Johnson)				3 $\frac{1}{2}$ oz	..	..	39 6
A disposable gloves ..				7 oz	..	..	64 6
petite, small, medium or ..				17 $\frac{1}{2}$ oz	..	..	115 0
large ..	50	133 0		35 $\frac{1}{2}$ oz	..	..	203 0
L'Aiment (301 Coty)			perfume ..	..	..	..	57 0
Delete dusting powder ..	060	85 6		..	..	..	103 0
● dusting powder ..	060	89 9		..	..	..	167 0
A L'Heure Bleue (548 Guerlain)			toilet water ..	3 $\frac{1}{2}$ oz	..	..	315 0
bath-oil ..	..	19 6		8 $\frac{1}{2}$ oz	..	..	77 0
brillantine ..	2 oz ..	13 6	Optrex (690 Keldon)				
creme hydratante ..	4 oz ..	29 6	eye lotion traveller ..	..	38 0	9 6	5 0
eau de Cologne ..	1 $\frac{1}{2}$ oz ..	21 6	Paris (301 Coty)				
	3 $\frac{1}{2}$ oz ..	33 6	dusting powder ..	060	85 6	20 10	13 0
	7 oz ..	52 6	dusting powder ..	060	89 9	21 1	13 6
	17 $\frac{1}{2}$ oz ..	92 6	Insert Paton's (657 IL)				
hair lotion ..	8 $\frac{1}{2}$ oz ..	166 0	nail hardener ..	..	48 0	12 0	7 0
perfume ..	1 oz ..	42 0	R Pholtex (1061 Riker)				
	1 oz ..	42 0	cough suppressant ..	2 oz	60 0	—	7 6 $\frac{1}{2}$
	1 oz ..	65 0		20 oz	47 4ea	—	71 0 $\frac{1}{2}$
	1 oz ..	98 6	Insert Quarz (1215 T&OE)				
	2 $\frac{1}{2}$ oz ..	170 0	cine camera ..	..	—	—	317 6
	4 $\frac{1}{2}$ oz ..	231 0	Insert Rumalon (1066 Robapharm)				
soap, toilet ..	3 oz ..	7 6	A Skin Dew (596 HR) ..	186	—	—	12 6
bath ..	3 oz ..	12 9	Skin Life (596 HR) ..				
talcum powder ..	tin ..	8 6	A Sous le Vent (548 Guerlain)				
dusting powder ..	bottle ..	11 9	perfume ..	..	..	..	43 6
toilet water ..	3 $\frac{1}{2}$ oz ..	28 6		..	..	..	67 0
	8 $\frac{1}{2}$ oz ..	38 6		..	..	..	109 0
	17 $\frac{1}{2}$ oz ..	70 6		..	..	..	217 0
		120 0	toilet water ..	3 $\frac{1}{2}$ oz ..	..	..	304 0
Lilia (761 Lilia-Whlte)				8 $\frac{1}{2}$ oz ..	..	..	38 6
sanitary towels ..				17 $\frac{1}{2}$ oz ..	..	..	70 6
● new disposable ..	6	10 8	Corr. Sunfio (802 MS)				120 0
	12	19 9	sunflower seed oil ..	10 oz	46 0	—	5 0
A Liu (548 Guerlain)				20 oz	69 9	—	7 6
eau de Cologne ..	1 $\frac{1}{2}$ oz ..	21 6		1 gall	40 Oea	—	50 0
	3 $\frac{1}{2}$ oz ..	33 6	● Tang (596 HR)				
	7 oz ..	52 6	close shave, aerosol ..	664	—	—	7 6
	17 $\frac{1}{2}$ oz ..	92 6	A Vol de Nuit (548 Guerlain)				
perfume ..	35 $\frac{1}{2}$ oz ..	166 0	bath oil ..	..	..	..	19 6
	..	49 0	brillantine ..	..	..	..	13 6
	..	75 0	creme hydratante ..	..	..	..	29 6
	1 oz ..	128 6	eau de Cologne ..	1 $\frac{1}{2}$ oz ..	..	..	21 6
toilet water ..	3 $\frac{1}{2}$ oz ..	252 0		3 $\frac{1}{2}$ oz ..	..	..	33 6
	8 $\frac{1}{2}$ oz ..	38 6		7 oz ..	..	..	52 6
	17 $\frac{1}{2}$ oz ..	70 6		17 $\frac{1}{2}$ oz ..	..	..	92 6
		120 0		35 $\frac{1}{2}$ oz ..	..	..	166 0
● Locabiotol (1123 SLL)			perfume ..	..	..	..	43 6
(distributors 1351 WLU)				..	..	..	67 0
throat aerosol ..	15 mils	18 0ea		..	..	..	109 0
nasal spray ..	15 mils	7 0ea		..	..	..	217 0
R Lotto Hydrocort (1087 Roussel)				..	..	..	304 0
	1% ..	48 0	talcum powder ..	..	..	..	8 6
	20 mils	—		tin ..	..	..	11 9
	1% ..	72 0		bottle ..	..	..	28 6
L'Orizan (301 Clty)				..	..	..	38 6
Delete dusting powder ..	060	85 6		..	..	..	70 6
● dusting powder ..	060	89 9		..	..	..	120 0
A Mitsouko (548 Guerlain)			White Magnolia (596 HR)				
bath-oil ..	..	19 6	perfume mist ..	..	443	—	19 6
brillantine ..	2 oz ..	13 6	Corr. soap, complexion (3) ..	426	—	—	7 9
creme hydratante ..	4 oz ..	29 6	bath (3) ..	429	—	—	12 6
eau de Cologne ..	1 $\frac{1}{2}$ oz ..	21 6	Insert Wilby's (1428 JBJ)				
	3 $\frac{1}{2}$ oz ..	33 6	teething powders ..	48	4 8	1 2	2
	7 oz ..	52 6	● Workmates (786 Macdonald)				
	17 $\frac{1}{2}$ oz ..	92 6	rubber gloves ..				
hair lotion ..	35 $\frac{1}{2}$ oz ..	166 0	smooth or roughened ..	24 6	2 5 $\frac{1}{2}$	2 11	
perfume ..	..	42 0	flock lined ..	29 11	3 0	3 3	
	..	42 0	Insert Yashica (979 Photax)				
	..	65 0	cameras ..				
	1 oz ..	98 6	Minimatic C ..	..	—	—	651 0
	2 $\frac{1}{2}$ oz ..	170 0	S ..	..	—	—	732 4
talcum powder ..	tin ..	231 0	e.r. case ..	..	—	—	66 11
	bottle ..	8 6					
dusting ..		11 9					
toilet water ..	3 $\frac{1}{2}$ oz ..	28 6					
	8 $\frac{1}{2}$ oz ..	38 6					
	17 $\frac{1}{2}$ oz ..	70 6					
		120 0					
Delete Muguet des Bois (301 Coty)			ADDITIONS TO KEY TO SUPPLIERS				
dusting powder ..	060	85 6	923 OG = Osborne, Garrett, Nagele, Ltd., 51 Frith Street, London, W.1.				
		20 10	Gerrard 9070.				
A Noa Noa (596 HR)		13 0	1215 T&OE = Technical & Optical Equipment (London), Ltd., 99				
concentrated perfume,	060	89 9	St. Martin's Lane, London, W.C.2. Temple Bar 6575.				
		21 1	1428 JBJ = J. B. Jackson & Co., Park Road, Coalville, Leics. Coalville				
		13 6	2778.				

DINIUM
ANTISEPTIC THROAT TABLETS + VIT C
TO PROMOTE HEALTH & RESIST INFECTION
30 TABLETS ONLY 2/6. - (15/9 per doz. + Purchase Tax)
CARTER BROS., GLEN LABORATORIES, SHIPLEY

metal organic compounds

hardman and holden ltd

pharmaceutical and cosmetic applications



aliso

manalox 403

manox al

glycalox

utilising reaction with OH groups

anti-perspirants

barrier preparations

controlled release agents

liquid and powder antacids

gelling agents

 data available

hardman and holden ltd

manchester 10

NEARLY



Woman
readers will see
the magnificent

SUPERSOFT
HAIR SPRAY

offer in the issue
of *Woman*
on sale **APRIL 8th**

CHOICE OF TWO FRENCH PERFUMES is the newest selling plus for the popular SUPERSOFT anti-damp formula non-lacquer hair spray. The twin sprays in a handbag sample size will be offered at 3/- the pair to close on nine million readers of WOMAN in the issue on sale April 8th. Many, many more women & girls will be introduced to Supersoft Hair Spray with this attractive offer. Make sure you are able to supply the increased demand for both perfumes: **Perfume 1**, Pink Top, spicy and exotic. **Perfume 2**, Blue Top, fresh and light. Price only 4/6 the full size Aerosol canister.

